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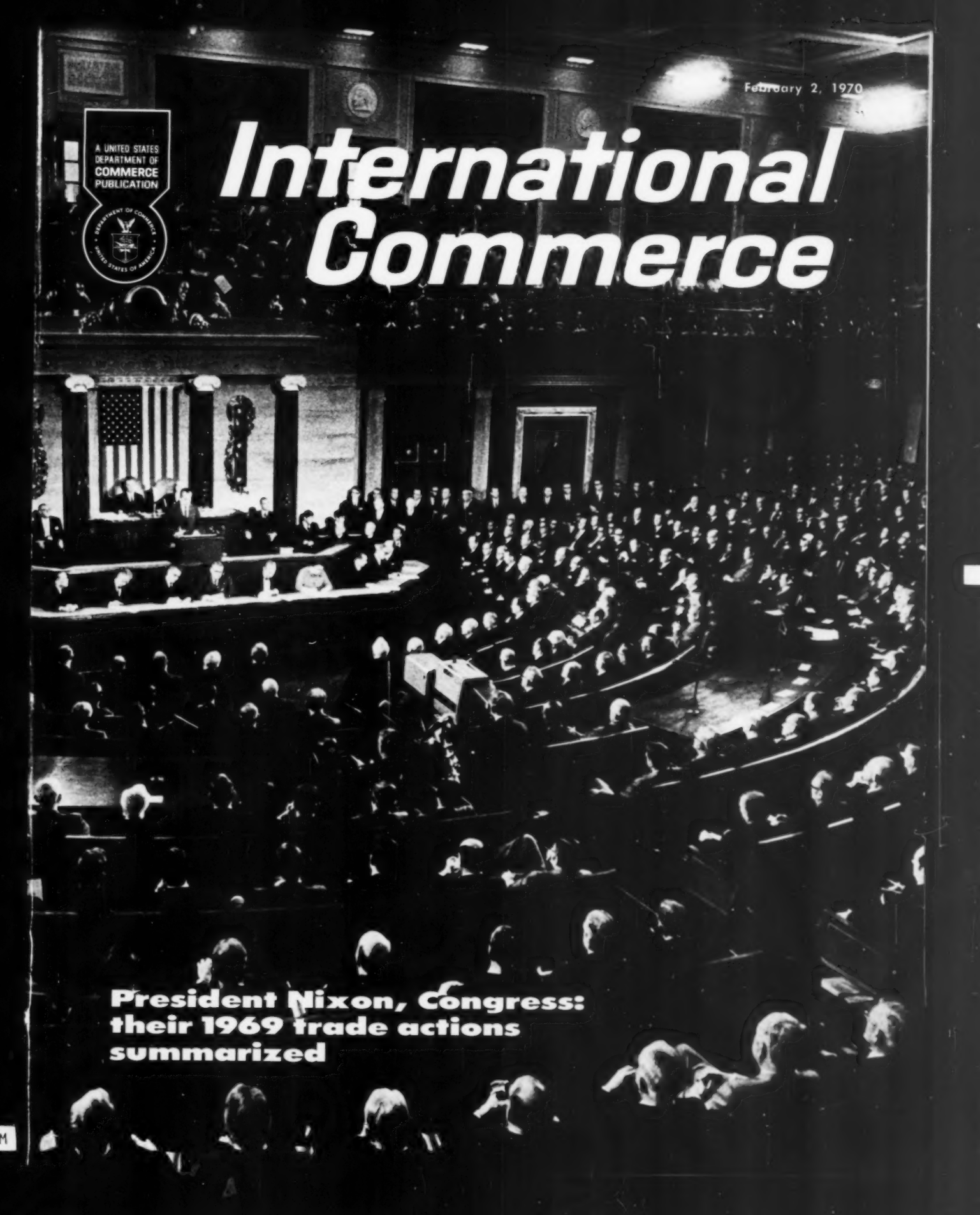

President Nixon, Congress: their 1969 trade actions summarized

International Trade Winds

Company News

MANAGEMENT SERVICES — Golightly & Co., International, Inc., a New York-based management consulting firm, has opened an affiliate office in London, Diehl-Golightly International, S.A. The new office will provide management consulting services to clients based in Europe and to subsidiaries of American companies.

CHEMICALS—Althouse Tertre S.A., the Belgian dyestuffs firm established as a joint venture between the Chemicals Group of Crompton & Knowles Corp., Worcester, Mass., and Societe Carbochimique S.A. of Tertre, Belgium, has begun construction of a $2 million chemical and specialty dye plant south of Brussels. The new plant will produce chemicals and dyes developed by Crompton & Knowles as well as chemicals, dyes and pigments of the former Colorants Division of Carbochimique. Production is expected to begin in mid-1970; at full capacity the facilities will manufacture 1,000 tons of finished products annually.

INSTRUMENTATION—Ampex Corp., Redwood City, Calif., has delivered two rotary-head instrumentation recorders to Thomson-CSF in Paris for use in developing on-board radar systems for new French aircraft. The instruments include an airborne recorder and a ground-based recorder/reproducer, and will gather and process information used to generate simulated radar programs. These programs aid in developing and testing terrain avoidance and detection systems for aircraft.

TRANSPORT — Transamerican Trailer Transport, Inc., New York, is adding a second $19 million roll-on roll-off trailership to its line for the U.S. to Puerto Rico route. The new ship, now under construction by Sun Shipbuilding & Dry Dock Co., will be delivered this summer and will be a replica of its sister ship, TTT's first roll-on roll-off trailership. TTT entered the Puerto Rican trade in April 1968 with the fastest and largest roll-on roll-off trailership. Dimensions of the new vessel are: 700 feet long, 24,000 tons, able to travel at 26 knots, and able to carry 240 or more trailers of any size and more than 400 vehicles which roll on their own wheels. The TTT ships carry everything that rolls on U.S. roads and piggy back trains.

Newsletter

The new decade has begun for the Chicago International Trade Club with a policy declaration that urges the U.S. to continue free, expansionist trade policies that should, however, seek "economic reciprocity" from other nations. Note this point underlined by the Chicagoans: "Major attention should be given to restrictions on trade resulting from non-tariff barriers. Indeed, non-tariff barriers are probably the most serious impediments to international trade that exist today. The President should have authority to negotiate on such barriers and to enter into international agreements for their dimunition and elimination."

Cleveland's Mayor Carl Stokes is going abroad this month to join a trade mission organized by the Greater Cleveland Growth Association and assisted by the U.S. Commerce Department. He will be with businessmen from the city who plan consultations in Barcelona, Milan, Duesseldorf and Frankfurt from Feb. 4 to 18.

Eximbank's credit programs on behalf of U.S. exporters continue to seek new fields. Now it is leasing, as practiced either by U.S. companies abroad, or by foreign companies that take U.S. goods and services for leasing to their customers. The comprehensive guarantee program covers about 85% of total installment charges for new equipment, and about 70% for used equipment.

International advertising, does it really exist? Yes, says J. M. Lenormand, of McCann-Erickson International's West Europe section, if you call it by its real name, "multinational advertising." He means that the advertising in question, though international, is adapted to national situations that differ considerably from one another. Lenormand told an American business group in the Netherlands that multinational advertising before long will exceed in volume all of the world's national advertising combined.

When Secretary William P. Rogers tours Africa this month on the first such visit by a U.S. Secretary of State one of those accompanying him will be Assistant Secretary of State for African Affairs David D. Newsom. INTERNATIONAL COMMERCE readers know Newsom for his blunt words to U.S. businessmen in an exclusive article last Oct. 27: "The developing countries possess a great potential market. But our present sales methods and efforts, at least as I have seen, will not capture our share of the market."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

President Nixon is shown with the Members of the Senate and the House of Representatives as he delivered his State of the Union address in the House Chamber on Jan. 22. Actions by the President, the Congress and other official bodies on trade matters during 1969 are reviewed in an article beginning on page 6.

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YUGOSLAVIA'S CHIEF OF STATE, President Tito, met with Secretary Stans, who reviewed the U.S. economic outlook and current trade and investment policies. The Yugoslav leader said his country welcomes joint venture ties with U.S. investors, and hopes to buy more capital equipment from the U.S.

Secretary Stans has talks with President Tito; finds investment, trade opportunities in Yugoslavia

Report to President Nixon on visit emphasizes country's tourism potential, interest in joint ventures with Americans

Secretary of Commerce Maurice H. Stans, who visited Yugoslavia Dec. 18-20 in response to an official invitation of the Yugoslav Government to discuss U.S.-Yugoslav economic and trade relations with top Yugoslav officials, has reported to President Nixon that the visit was extremely cordial and productive, and has expressed his pleasure with the warm reception accorded to him throughout his stay.

During a meeting with President Tito, Secretary Stans sketched the U.S. economic outlook and the trade and investment policy of the United States. President Tito expressed his hopes for an increase of Yugoslav exports to the United States and also for rising U.S. exports to Yugoslavia, particularly of modern capital equipment. He added that Yugoslavia welcomes investment by U.S. firms in joint equity ventures between U.S. and Yugoslav enterprises.

The Secretary reported that his discussions with Yugoslav officials centered principally around three broad topics: tourism, trade, and investment.

Tourist industry expansion

Yugoslavia is particularly anxious to expand its tourist industry, an important earner of convertible currency.

In his discussions with Yugoslav officials, the Secretary was asked how the Yugoslavs could obtain the benefit of attracting American tourists to the scenic and historical vacation spots of Yugoslavia. The Secretary emphasized that the Yugoslavs must: 1) increase and modernize facilities; 2) improve the "packaging" of tours and tour programs; 3) increase publicity in this country. He observed that Yugoslavia's natural beauty, in particular along the Adriatic Coast and in the mountains, offers excellent potential for a profitable tourist industry.

Secretary Stans also expressed the hope that more Yugoslav tourists would visit the United States and meet the American people.

Yugoslavia is planning extensive investments for the expansion of its tourist industry. One of the most ambitious plans, the South Adriatic Project, calls for the construction of hotels accommodating an additional 480,000 tourists as well as better roads, recreational facilities, airports and harbors. The project is scheduled for completion over a 20-year period beginning this year, at a total cost of well over $1 billion.

The rapid expansion plans of hotel, catering, and similar Yugoslav tourist enterprises promise a sizeable market for American climate control, recreation, food serving, laundry, refrigeration and food preparation equipment. A tourist equipment trade mission sponsored by the Department of Commerce earlier reported a promising market for these items (INTERNATIONAL COMMERCE, Dec. 15).

Trade promotion

Secretary Stans was impressed by the opportunities for the expansion of mutual trade between the two countries, beyond the $190 million total trade volume in 1969.

Yugoslav officials emphasized to the Secretary that although the expansion in Yugoslav food production has decreased the market for certain American foodstuffs, Yugoslavia is increasingly interested in purchasing American agricultural machinery, food processing equipment, and heavy equipment. The recognized need for greater efficiency and competitiveness makes Yugoslav enterprises particularly interested in technologically more advanced industrial equipment from the United States.

Secretary Stans said that opportunities also exist for the expansion of Yugoslav exports to the United States. He repeatedly pointed out, however, that the Yugoslavs must adopt more aggressive marketing programs in the United States. He urged Yugoslav enterprise managers and business executives to visit the U.S., explore the American market, and establish personal contact with prospective buyers.

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Met with leaders

Economic and trade discussions by Secretary Stans with officials in Yugoslavia and Ethiopia are reported in this article and the one immediately following.

In Yugoslavia, the Secretary had meetings with President Tito: Toma Granfil, member of the Federal Executive Council; Vasil Grivcev, President of the Economic Chamber of the Yugoslav Federal Assembly; Muhamed Hadzic, Federal Secretary for Foreign Trade, and Janko Smole, Federal Secretary for Finance.

In Ethiopia, the Secretary had meetings with Emperor Haile Selassie I; Prime Minister Tsehafe Tezar Aklilu Habte Wold; Yilma Deressa, Minister of Commerce, Industry and Tourism; Mammo Tadessa, Minister of Finance; Asnake Getachew, Executive Secretary, Ethiopian Coffee Marketing Board, and Teferra Daguefe, President, Addis Ababa Chamber of Commerce.

The Secretary was accompanied by Mrs. Stans.

The United States is an important customer for Yugoslav copper, aluminum, canned meat, furniture, clothing, tobacco, and electrical wire and cable.

Principal U.S. exports to Yugoslavia include: construction and mining machinery, cotton, metal working machinery, heating and cooling equipment. Imports from the U.S. account for about 5% of Yugoslavia's total imports.

The United States ranks in fourth place among Yugoslavia's trading partners, behind West Germany, Italy, and the USSR.

Welcome U.S. investment

Yugoslav officials uniformly encourage more U.S. investment in Yugoslavia.

In an effort to increase technological and managerial know-how, the Yugoslav Government passed legislation in 1967 allowing for joint venture contracts between foreign firms and Yugoslav enterprises. Several U.S. firms have entered into such joint venture arrangements in Yugoslavia.

Secretary Stans said he was convinced that there are many profitable investment opportunities in Yugoslavia for U.S. investors but urged some simplification and improvement of the Yugoslav investment laws.

"U.S. companies will tend to go to those places where it is easiest to set up business. The simpler such arrangements can be made, the shorter a time period is required to work them out, the more standard they are, the greater will be the response from U.S. industry."

The Secretary also pointed out that the first few joint ventures are important as they will set the pattern for the rest, and urged liberal interpretation of investment laws by the Yugoslavs.

The Secretary expressed his pleasure at the recent action in Yugoslavia to improve the investment climate. The Government has recently passed a law enabling foreign investors to use for profit repatriation up to one-third of the total foreign exchange inflow earned by the joint venture company. Yugoslav officials said that further improvements and simplifications in Yugoslavia's investment laws are likely.

Finds prospects promising

Secretary Stans found promising opportunities in Yugoslavia for increased U.S. trade. In a news conference in Belgrade, he commented that Yugoslavia shows great interest in the purchase of U.S. computers, transportation equipment, processing machinery, and other technologically advanced machinery and equipment.

Continued rapid investment and production growth rates in Yugoslavia also favor further expansion of U.S. exports. GNP rose an estimated 10% in 1969. Total investment by Yugoslav enterprises increased by an estimated 12% last year.

Best sales opportunities lie in equipment for Yugoslavia's export industries, which receive preferential treatment in access to foreign exchange, and efficiency-oriented equipment which is necessary for modernization. The principal hard currency earning industries which are currently receiving expansion emphasis include tourism, catering and recreation; the furniture and wood products industries; and mineral extraction and processing. Investments have also been heavy in agricultural modernization, and the construction, chemical, electrical engineering, and metal working industries.

Regarding investment, Secretary Stans said that since Yugoslavia has liberalized investment laws, American firms should find that they can cooperate effectively with Yugoslav enterprises. Furthermore, Yugoslavia has a good labor force which U.S. investors find attractive.

Chemicals, metallurgy, and electronics were among the fields that Yugoslav officials mentioned as being particularly important areas into which they would like to attract foreign investment. They agreed to furnish U.S. officials with a complete listing of sectors in which foreign investment is most needed, which will be published in INTERNATIONAL COMMERCE when the list is completed.

Secretary Stans emphasized that he will encourage U.S. business to consider the Yugoslav market and to explore the trade and investment opportunities which exist in Yugoslavia.

SECRETARY STANS WAS GREETED IN YUGOSLAVIA by Muhamed Hadzic, the Secretary for Foreign Trade, and U.S. Ambassador William Leonhart (standing) on arrival at Belgrade airport. Secretary Stans made his trip at the invitation of the Yugoslav Government to discuss mutual commercial expansion.

Ethiopians tell Secretary Stans American capital and expertise are welcomed in development drive

Attractive openings seen for U.S. investors as procedures improve; market for U.S. exports has longer-range promise

Reporting to President Nixon on his round of discussions with top Ethiopian officials in Addis Ababa in December, Secretary of Commerce Maurice H. Stans pointed to growing opportunities for U.S. business in this potentially rich and increasingly development-minded nation on Africa's Red Sea coast.

Among the major fields of potential growth, the Secretary underscored the attractive openings for U.S. investors in tourism, mining, food processing and light manufacturing. The Ethiopian market for U.S. exports is still relatively limited but, according to the Secretary's report, anticipated growth in the country's embryonic industrial sector offers the promise of long-term trade development as well.

Ethiopia, with a population estimated at close to 25 million and a Gross National Product (GNP) of approximately $1.7 billion, has committed itself to a relatively ambitious program of national economic development. The Third Five-Year Development Plan, launched in 1969, calls for the maintenance of a steady 6% growth rate through 1973, and capital investments of close to $1.5 billion over the period. Although some part of this total will be absorbed by housing and social services, the greatest portion of development spending will be allocated to the exploitation of Ethiopia's largely untapped resources in agriculture, tourism and mining—fields offering promise for U.S. investors.

Investment talks

The Ethiopian Government is anxious to encourage the participation of private foreign capital in this effort, and Ethiopian leaders emphasized that American capital and managerial expertise are both needed and welcome.

Several obstacles to the free flow of foreign capital resources remain, however, and among the problems discussed in the two-day series of meetings were traditional administrative delays in approving investment proposals submitted by foreign firms.

In an address before the Addis Ababa Chamber of Commerce, Secretary Stans emphasized the deterrent effect of the "frustration barrier" to foreign investment and urged the business gathering to press for the removal of restrictive administrative procedures governing capital flows. Citing the role of foreign capital in the early development of the U.S. economy, the Secretary called for greater cooperation between the public sector and the business community in maintaining a business climate conducive to private enterprise—both foreign and domestic—and maximum economic growth.

The Secretary also raised this issue in his talks with Government leaders and received assurances that recent policy measures—including a revised Investment Proclamation and a new Investment Promotion Center—would serve to eliminate major bottlenecks in this area.

The new Investment Proclamation, drawn up in consultation with the Addis Chamber, offers relatively liberal tax exemptions and benefits to investors and also streamlines cumbersome administrative machinery for processing investment proposals. Establishment of the new Investment Promotion Center, scheduled for later this year, will further speed the investment process by centralizing Ethiopian decision-making machinery and advisory services affecting foreign investment. Together, these two steps are expected to increase the flow of investment funds to meet Development Plan priorities and American investors are urged to investigate Ethiopian investment opportunities in tourism, mining, and manufacturing.

ETHIOPIA'S CHIEF OF STATE, Emperor Haile Selassie I, greets Secretary of Commerce Maurice H. Stans at the Grand Palace in Addis Ababa. Ethiopia, Secretary Stans was told, welcomes U.S. capital and know-how assistance in its Third Five Year Development Plan that aims at a 6% growth rate through 1973.

Tourism

A relative late-starter in the race to attract foreign visitors, Ethiopia nonetheless has an impressive array of tourist resources including an abundant wildlife, attractive climate, rugged and varied scenery, and historical sites and monuments dating back 3,000 years. The Government has accorded tourism top priority as a source of foreign exchange earnings and the Development Plan calls for a maximum intersectoral effort in this area.

Before Ethiopia can emerge as a major competitor in the international tourist field, however, Government officials emphasized the need for additional tourist accommodations, particularly in the wildlife areas and historical sites outside Addis Ababa. Of total Plan investment in the tourist sector, $8 million is allocated to hotel facilities and a large portion of this

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amount is expected to come from private sources.

Public officials and businessmen both expressed an interest in American investment in this area and U.S. managerial expertise is highly valued. With tourist arrivals expected to increase by 21% annually over the next few years, tourism is fast emerging as a leading growth factor and one of the most attractive areas for private foreign investment.

Agricultural base

Today, approximately 90% of Ethiopia's people are engaged in agriculture, although the field contributes less than 60% to the nation's GNP. The relatively low productivity of Ethiopian agriculture, attributable principally to primitive methods of cultivation and traditional land holding relationships, is a major target of Development Plan programs. Among its agricultural resources, Ethiopia possesses fertile soil, the second largest livestock population on the continent, and a generally favorable climate. The combined efforts of local government agencies and international donor organizations is expected to produce a 3.1% annual increase in agricultural production over the five-year Plan period, spurring a concommitant expansion of local agro-industrial production.

According to the Secretary's report, U.S. investors will find attractive opportunities in a wide range of food processing industries—canned and frozen meat, dairy products, canned vegetables, washed coffee—as well as in light manufacturing ventures using local raw materials.

AT ARRIVAL CONFERENCE at the airport in Addis Ababa are (from left) U.S. Ambassador William O. Hall, Ethiopia's Minister of Commerce, Industry and Tourism Yilma Deressa, and Sec'y of Commerce Stans.

Among the raw materials requisite for the transition to an industrialized economy, Ethiopia is believed to possess significant mineral resources. Although no systematic survey of the nation's mineral potential has yet been undertaken, the geology is promising. Several U.S. firms are currently involved in the exploration and development of oil and potash deposits but many other minerals—including iron ore, tin, copper, asbestos, gold, silver, platinum, manganese and mica—are believed to exist in commercially exploitable quantities.

The Secretary also reported finding good trade prospects in Ethiopia, although these undoubtedly must be viewed in long-term perspective. The U.S. is currently running a chronic deficit on its trade with Ethiopia, attributable to heavy purchases of Ethiopian coffee balanced by only minimal sales of U.S. capital equipment—a good portion of which are associated with on-going economic and military assistance programs in the area. This is a price conscious market and many U.S. suppliers find themselves unable to compete with lower-priced Asian exporters. Additionally, there is some traditional tendency to rely on Europeans.

The situation is changing, however, and, with rising national income, the current emphasis on price can be expected to diminish. The U.S. enjoys a reputation for quality and technology—particularly in capital goods—and Ethiopian businessmen have shown some willingness to pay higher prices for superior U.S. equipment. Dollar availabilities remain at high levels and Ethiopian tariffs do not discriminate against imports of U.S. origin.

Probably the principal reason for the relatively modest 8% American share of this market is general disinterest on the part of the U.S. export community. A successful U.S. export strategy will undoubtedly require that U.S. firms adopt realistically competitive pricing, servicing, and financing policies, that the product and marketing techniques be modified to meet a less sophisticated local market, and that such efforts be considered as early development of a potentially important long-range market. Among the product categories offering the best prospects for future U.S. sales are: agricultural machinery, equipment and supplies; food processing equipment; road construction machinery; office machines; and telecommunications equipment.

COMMEMORATIVE MEDAL was given to Secretary Stans during his Ethiopian visit. With the Secretary is the Prime Minister, Tsehafe Tezar Aklilu Habte Wold. The visit occurred in late December.

President, Congress made key trade moves in '69

Introduction of new trade measure, 360 import quota bills viewed as most significant

By JEANNE HARGETT
Trade and Commercial Policy Division, BIC

American businessmen in 1969 found themselves facing stiffer competition in both the United States and export markets. As a result many of them turned increasingly to government with their problems. In the Legislative Branch, about 360 bills were introduced to provide limitations on the growth of imports in particular product groups or on a comprehensive, generalized basis. Although none of these quota bills was enacted, the protectionist mood of Congress was clearly in evidence.

In the Executive Branch, the most fundamental development was the submission of proposed trade legislation setting the tone for the way the Administration expected to treat international trade matters. In his message to Congress forwarding the trade bill, President Nixon rejected the argument that the United States should abandon its traditional approach toward freer trade. The President also said he would welcome a clear statement of Congressional intent with regard to nontariff barriers to assist in U.S. efforts to obtain reciprocal lowering of such barriers.

The bill, including modest tariff negotiating authority for the President and less stringent tests for escape-clause tariff relief for industries and for adjustment assistance for firms and workers, was submitted to Congress in November. The Executive Branch also sought to arrange international agreements to limit the flow of textile imports, deemed a special problem by the President.

The Tariff Commission received a number of petitions for relief from imports and made its first affirmative findings in three worker cases and one industry case.

Among the notable developments during the year were extension of the Export Control Act in modified form, the appointment of a Cabinet Task Force to examine the impact of the oil import program, and a major policy statement with respect to tariff preferences for developing countries. These and other significant developments are summarized below.

Trade Bill. One of the most important bills with respect to international trade to be considered by the second session of the 91st Congress is the Trade Act of 1969 which was sent to Congress by the President on Nov. 18. The bill was subsequently introduced as H.R. 14870 by Reps. Wilbur D. Mills of Arkansas and John W. Byrnes of Wisconsin, the ranking Democrat and Republican members respectively, of the Committee on Ways and Means, to which the bill was referred.

First, it would restore until June 30, 1973 the President's authority to reduce tariffs, which lapsed in 1967. His authority would be limited to reductions of 20% (or 2 percentage points on low duty items) rather than the 50% authority in the Trade Expansion Act of 1962 which was used in the Kennedy Round tariff negotiations. The new authority would not be used in a major trade negotiation, such as the Kennedy Round, but rather for minor adjustments to the tariff schedules that are required from time to time.

Second, the bill proposes to eliminate the American Selling Price (ASP) method of customs valuation under which duty is assessed on the price of "competitive" U.S.-manufactured products rather than on the foreign or export value of the imported products. The system applies to only a few commodities, mainly benzenoid chemicals. As part of the Kennedy Round of trade negotiations, the United States agreed to seek elimination of the system in return for further reductions in the chemicals tariffs and elimination of certain non-tariff barriers by the Common Market, the U.K. and Switzerland.

On Dec. 24 the President issued a proclamation which preserves the status quo of certain chemical tariffs pending authorization by Congress to eliminate the ASP system. The proclamation was necessitated by a provision in the Kennedy Round agreement that the United States and other countries would delay certain duty reductions if the ASP system was not eliminated by Jan. 1, 1970. The Kennedy Round agreement has, however, been extended for one year to January 1, 1971, by the signatories. The further trade concessions will become effective as soon as the United States abolishes ASP.

Third, the Trade Act would liberalize the "escape clause" criteria of the Trade Expansion Act of 1962 so that industries applying for relief from import competition would be required to demonstrate that increased imports are the "primary cause" of serious injury. Firms and workers applying for adjustment assistance would have to show that increased imports are a "substantial cause" of serious injury, unemployment or underemployment. At present, petitioners must prove that trade agreement concessions are the "major cause" of increased imports and that such imports are the "major factor" causing serious injury.

Fourth, the bill would provide the President with authority to impose countermeasures on imports of any product from any nation that either maintains unjustified restrictions against U.S. exports or that subsidizes or provides other export incentives to its exports to third markets to the detriment of U.S. exports.

Finally, the bill would authorize funds for U.S. participation in the General Agreement on Tariffs and Trade, until now financed by general contingency funds.

In the message which accompanied the bill to Congress, the President emphasized the need to seek reduction of non-tariff barriers to international trade. He requested that Congress strengthen the United States negotiating position on these barriers by giving a "clear statement of Congressional intent."

Legislation

East-West Trade. The first session of the 91st Congress adjourned on Dec. 23 having passed one major piece of legislation on the subject of international trade,

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the Export Administration Act. The Act, now PL 91-184, was signed by the President on Dec. 30 and will be in effect from Jan. 1, 1970 until June 30, 1971. Commenting on the legislation, Kenneth N. Davis, Jr., Assistant Secretary of Commerce for Domestic and International Business said that the bill "offers the potential of broader trade with Communist nations while preserving the essential prerogatives of the President to decide the extent and timing of trade liberalization within the context of his direction of overall foreign policy."

All outstanding administrative regulations, licenses and orders which were issued under the Export Control Act of 1949 will remain in force until amended or revoked.

Changes in the control lists resulting from the review called for in the Act will be announced periodically in the export control bulletins of the Office of Export Control.

Regulations applicable to trade with mainland China were also eased to a limited extent in December by administrative action. Foreign Assets Control regulations were changed to allow foreign subsidiaries of United States firms to trade with Communist China subject to the restrictions imposed by the country in which the subsidiary operates. The subsidiaries will also be subject to the definition of nonstrategic goods which is applied by the Coordinating Committee of the NATO members and Japan. Under the revised regulations, American firms will be able to purchase and ship to third countries Chinese goods that they may now ship to the United States with certificates of origin.

In addition, the $100 limit on non-commercial purchases of Communist Chinese goods by Americans was deleted. The latter change will allow American tourists, museums and other institutions to import for their own account but will not permit imports for resale.

Quota Bills. As in the 90th Congress, the impact of imports on domestic industry continued to be a matter of great concern to the members of the 91st Congress. Of the approximately 570 bills introduced regarding international trade, about 360 propose to regulate the quantities of imports of some 32 groups of commodities ranging from baseball gloves to strawberries. The majority of quota bills were concerned with imports of milk and dairy products, footwear, iron and steel mill products, meat, mink and textiles. A substantial number of bills were also introduced to establish a general system of "orderly marketing"—that is, import quotas—for any imported commodities under certain prescribed conditions.

Although no import quota proposal has yet been passed by the 91st Congress, the Senate in December passed, by a vote of 65-30, an amendment to the Tax Reform Bill authorizing the President to restrict imports causing market disruption or injury to domestic industry if such imports originated in countries which restrict imports of U.S. goods. The amendment was deleted by the Conference Committee which resolved the differences between the House and Senate versions of the bill.

Still pending before the Senate is another amendment which would establish import quotas on fresh, chilled or frozen lamb meat. This amendment was added to a minor tariff bill concerning racehorses (H.R. 4239) which has already passed the House. The lamb rider was added by the Senate Finance Committee, which favorably reported the bill and the amendment to the Senate on June 5.

New Laws. Several bills were enacted by Congress and signed by the President during the first session. The Foreign Assistance Act of 1969 (P.L. 91-175) provides, inter alia, for an Overseas Private Investment Corp., a government agency to encourage participation of private industry in furthering economic development of less developed countries. P.L. 91-160 authorizes the United States to organize and hold a diplomatic conference in the United States in 1970 to negotiate an international patent cooperation treaty.

Eight other international trade bills were passed by both Houses and signed into law during the session. One, P.L. 91-135, will prevent the importation of species of fish and wildlife which are in danger of becoming extinct. The other seven extend existing temporary duty suspensions on shoe copying lathes (P.L. 91-56), crude chicory roots (P.L. 91-41), heptanoic acid (P.L. 91-36), silk yarn (P.L. 91-28), electrodes for producing aluminum (P.L. 91-26), istle (P.L. 91-65), and metal scrap (P.L. 91-25).

Other Legislation. Floor actions were taken on four other tariff and trade bills during the session. In May the House passed H.R. 4239, a bill to eliminate multiple payment of customs duties on racehorses. The bill has been favorably reported by the Senate Finance Committee which added an amendment (described above) to impose import quotas on lamb. Also in May the House passed H.R. 7311, which would make parts of stethoscopes dutiable at the same rate as stethoscopes. In December the House passed H.R. 14956 to extend the duty-free treatment of certain dyeing and tanning extracts. The Senate voted favorably on S. 2624, which would streamline the procedures of the Customs Court.

On textiles

Although President Nixon has stated that the interest of all nations will be best served by moving toward freer trade, he considers imports of textiles a special problem. He is seeking to solve this problem through discussions with the major exporting countries. In April and May, Secretary of Commerce Stans, at the direction of the President, visited eleven nations in Europe and Asia to discuss a number of international trade topics, including textiles. In his meetings with foreign officials, Secretary Stans pointed out that the United States is the only remaining open major market for man-made fiber and wool textiles, as all other major importing countries have either imposed unilateral restrictions or have reached agreements with exporting countries to regulate this trade. Japan, for example, has agreements restraining its exports to nine importing nations.

Secretary Stans made clear that the United States cannot continue to absorb the entire potential output of all the producing nations. If the problem can be solved through agreement, trade could continue to rise, although not at the rapid disruptive rate of recent years, since the United States is willing to permit foreign producers to share in the growth of the United States market. The United States has proposed bilateral agreements with major exporting nations and bilateral discussions have been held with Japan, Taiwan, Hong Kong and Korea.

Steel. In January 1969 the steel associations of Japan and the European Coal and Steel Community announced that they would limit their exports of steel mill products to the United States in 1969, 1970 and 1971. These producers, accounting for 82% of U.S. imports of steel mill products, stated that they would impose a restraint level of 5.75 million net tons each, limiting annual export growth in the succeeding two years to 5% each year. As a result of this action, total U.S. imports of steel mill products were expected to be about 14 million tons in 1969. Imports in 1968 were approximately 18 million tons.

The announcement was made in the face of mounting concern in the United

States over the rapid increase of imports in recent years and increasing pressure for enactment by Congress of a mandatory import quota system.

Oil. The present quota system of import controls on oil was subject to much debate during the year. Mandatory restrictions on imports of crude petroleum and petroleum products were first imposed by President Eisenhower in March 1959 following an investigation conducted under Section 8 of the Trade Agreements Extension Act of 1958. This section provides authority for regulating imports of any commodity in the interest of national security. Although a number of petitions were filed under this section and its successor, section 232 of the Trade Expansion Act of 1962, the petroleum case has been the only one which resulted in quantitative restrictions.

Recognizing that the ten-year-old Mandatory Oil Import Program was in need of review and possible revision, President Nixon, soon after taking office, appointed a Cabinet Task Force to conduct the review and furnish him appropriate recommendations. This Task Force is chaired by the Secretary of Labor George P. Schultz and includes the Secretaries of Commerce, Interior, State, Defense and Treasury and the Director of the Office of Emergency Preparedness.

A study was prepared for the Task Force by a staff of non-government economists under the direction of Phillip Areeda of Harvard University. The Task Force is now preparing a report which will be delivered to the President in the near future.

Footwear. The problems facing the nonrubber footwear industry and complaints concerning the level of footwear imports received the attention of a number of officials in both the legislative and executive branches of the government. In July, Rep. James Burke of Massachusetts sent to the President a petition signed by over 300 Congressmen urging voluntary restrictions on exports of shoes to the United States by foreign producers. A similar petition signed by 72 Senators representing 48 states was presented to the President by a delegation of members of Congress, businessmen and union leaders in September. On Sept. 16 and 17 the Small Business Subcommittee of the Senate Banking and Currency Committee held hearings on the impact of shoe imports on the domestic industry. Further hearings were held by the Committee in early October in Boston and Manchester, N.H.

In January 1969 the Tariff Commission published a report, requested by former President Johnson, on the economic condition of the domestic nonrubber footwear industry and then in December released a supplementary report containing more recent data.

The information accumulated in government and industry studies is under active consideration by government officials who will make recommendations to the President.

Preferences. On Oct. 31 in a speech to the Inter-American Press Association, President Nixon announced that the United States would press "for a liberal system of generalized tariff preferences for all developing countries, including Latin America." Although the United States has participated for several years in discussions concerning tariff preferences, no commitment had previously been given to actively seek such an arrangement.

Within the week following this announcement the United States submitted to the Organization for Economic Cooperation and Development (OECD) a proposal calling for zero preferential duties on imports from developing countries of manufactured and semi-manufactured products (excluding textiles, shoes, petroleum and petroleum products) and certain agricultural and fishery products. The U.S. plans envisages a common scheme to be adopted by all major developed countries. Instead of quotas on preferential imports, which have been proposed by some other countries, the U.S. system would incorporate the escape clause and adjustment assistance mechanisms incorporated in present or proposed trade legislation as safeguards for domestic industry. Developing countries which already receive special preferences for products covered by the scheme would be excluded, as would developing countries which accord reverse preferences to developed countries.

The U.S. proposal was incorporated in an OECD report on the preference proposals made by a number of prospective donor countries. This document, which was released to the public, will be the basis for further discussions in the OECD and the United Nations Conference on Trade and Development.

Although the United States prefers adoption of a generalized system wherein all developed countries accord preferential treatment to imports from all developing countries, the President has stated that "if for any reason we find it is not possible to establish a satisfactory system of generalized preferences within a reasonable time, then the United States will be prepared to consider other alternative actions it can take to assure that the Latin American nations will have preferential access to the U.S. market."

At the present time, however, a major diplomatic effort is being made to gain the support of both developed and less developed countries for the U.S. proposal on generalized preferences.

Non-Tariff Barriers. Non-tariff barriers were another topic of extensive international discussion throughout the year. The major forum for these talks is the Committee on Trade in Industrial Products of the General Agreement on Tariffs and Trade. This Committee has completed a comprehensive inventory of the non-tariff barriers maintained by member countries and has set up five working groups to explore the possibilities of liberalizing non-tariff barriers. These groups are expected to meet throughout 1970. The Committee on Agriculture is also to begin examining non-tariff barriers to trade in agricultural products.

Other discussions were held within the GATT on border taxes, and the members of the Organization for Economic Cooperation and Development continued to examine government procurement policies and their effect on international trade.

Other bilateral and multilateral trade discussions resulted in a number of actions by U.S. trading partners. Japan has announced that it will accelerate its reduction of trade and capital restrictions and will remove residual import quota restrictions on a broad range of products by the end of 1971. A maximum effort will be made to accelerate liberalization of the remaining restrictions.

The European Community withdrew its plan for granting tariff preferences on imports of fresh citrus fruit from Spain and Israel. The Community also refrained from imposing proposed consumption taxes on oilseed products. Austria removed a licensing tax on soybean meal and cake. France, as a result of consultations with the United States under GATT complaint procedures, agreed to remove import restrictions on helicopters and light aircraft and to issue licenses on a liberal basis for semi-conductors and parts and assemblies containing semi-conductors.

Administrative actions

During the year the United States found it necessary to take some remedial actions to protect domestic industry against certain practices of foreign governments or exporters. In November the Department of Agriculture initiated export payments on whole chickens to be exported to Greece. The action was taken as a result of subsidized competition from the European Common Market which had caused the U.S. share of the Greek import market for poultry meat to drop from 53% in the period 1960-64 to 7% in 1968. Similar export payments on poultry shipped

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Asks business-Government links

A call to business leaders for the "beginning of genuine collaboration" to solve the nation's critical trade problems has been issued by Director Harold B. Scott of Commerce Department's Bureau of International Commerce in a letter to the chief executive officers of nearly 1,000 U.S. companies with international interests.

The need for closer cooperation between business and Government, Scott said, is proved by the 10% decline in U.S. share of world exports between 1960 and 1968, and the recent steep drop in the U.S. trade surplus. Although total sales volume has been increasing, the U.S. is losing ground to competitors in other industrial nations, Scott noted.

Scott's letter asked American business executives to submit their views, which, he said, will serve as a catalyst for developing joint business/Government answers to international trade and investment problems.

Scott said that "America's trade challenge for the '70s is to maintain our world leadership in technical innovation and improve our international competitiveness. To accomplish this we must recognize the need for major changes in our world trade attitudes and policies—changes both in Government and business. Industry must have farsighted plans to adjust to increasing competition from such sources as Japan and Europe.

"Government must take the lead in providing an international climate in which American companies can prosper. Together, business and Government must devise new cooperative programs to improve the nation's trade position."

Although the Government has taken several positive steps in recent months, much more remains to be done in such key policy areas as improved export credit facilities and export tax incentives, Scott said.

The Bureau of International Commerce leader referred to a number of new developments, including the Administration's new trade bill, sharpened Eximbank credit programs, Commerce Department trade promotion and business assistance programs, and some easing of the foreign direct investment controls.

Mentioning new GATT talks on non-tariff barriers, he asked for industry support of the U.S. position in such discussions. Referring to new export control legislation, Scott said the control lists are being reviewed and industry suggestions will be welcomed.

to Switzerland were adopted in April 1968.

Also in November the President issued an Executive Order to control meat imports from Honduras. The action was taken after imports had exceeded the amount agreed upon between the two countries for the year 1969.

During the year the Treasury Department levied countervailing duties in three cases—ski lifts and parts and certain steel products, both from Italy, and on some products containing sugar which are imported from Australia. Countervailing duties are imposed whenever the Secretary of the Treasury finds that a bounty or grant has been paid directly or indirectly by any exporting country on any dutiable merchandise. The duty is equal to the bounty or grant and is applied in addition to customs duties.

Dumping duties were assessed on potash imported from Canada, France and West Germany. Dumping duties are levied after two findings, one by the Treasury Department that the purchase price or the exporter's sales price of the imported merchandise is less than the foreign market value, the other by the Tariff Commission that a domestic industry is being or is likely to be injured or is prevented from being established by reason of the dumped imports. Of about 30 cases examined by the Treasury during 1969, only five met the definition of dumping. The Tariff Commission concluded investigations on Concord grapes from Canada, plastic mattress handles from Canada and potash from Canada, France and West Germany, finding injury in only one case, potash. Two other cases, steel bars, reinforcing bars and shapes from Australia and aminoacetic acid from France, are still pending before the Commission.

Tariff Commission Actions. Widespread concern over the level of imports was much in evidence in several cases considered by the Tariff Commission. During the year, the Commission completed investigations on three industry petitions for relief from imports and three petitions by groups of workers for adjustment assitance and made affirmative findings for tariff relief or adjustment assistance in three worker cases and one industry case. These decisions were the first affirmative findings ever made under the Trade Expansion Act of 1962. One other case resulted in an evenly divided opinion.

Cases under section 301 of the Trade Expansion Act of 1962 must meet two requirements before the Tariff Commission may make a finding in favor of import relief: (1) increased imports must be the result in major part of concessions granted under trade agreements, and (2) increased imports must be the major factor causing or threatening serious injury (in cases involving industries or firms) or unemployment or underemployment (in cases involving groups of workers).

The first cases to meet these criteria were instituted on petitions for adjustment assistance by three groups of steel workers employed at one Armco steel plant and two U.S. Steel plants. One petition cited imports of buttweld pipe, the other two cited imports of transmission towers. In November the Tariff Commission found by a vote of 5-1 that all three cases met the criteria of sec. 301 of the Trade Expansion Act of 1962. The Commission reasoned that "but for" the accumulation of tariff concessions since 1934, imports would not have reached their present level since the price advantage enjoyed by the imports would not have been so great. In previous cases, the Commissioners had ruled against petitioners either on the grounds that tariff concessions in the distant past had become part of the conditions of trade and could not, therefore, be considered the major cause of increased imports, or on grounds that the increased imports were not attributable in major part to tariff cuts.

In response to a petition filed by the National Piano Manufacturers Association with respect to imports of pianos and parts, the Tariff Commission made its first affirmative finding of "threat of injury." In its report to the President, the Commission found by a vote of 3-2 that pianos were being imported in such increased quantities as to threaten to injure the domestic industry. The Commissioners differed, however, on the rate of duty necessary to prevent serious injury. Two recommended a 13.5% ad valorem rate; the other recommended a 20% rate. At the same time, the Commissioners agreed 4-1 that parts of pianos did not meet the criteria for an affirmative finding.

A second industry investigation was

conducted by the Tariff Commission in response to a petition by principle domestic producers of glass for increased import restrictions on flat glass (sheet, plateand float glass) and rolled and tempered glass. The Commission was evenly divided 3-3 on the question of whether sheet glass is being imported in such increased quantities as to cause serious injury to domestic producers. With respect to plate, float, rolled and tempered glass the Commission voted 4-2 against the petition for import restrictions.

Following affirmative findings by the Tariff Commission, the President, under section 302 of the Trade Expansion Act of 1962, may provide import relief to the industry and adjustment aid to its firms and workers. If the President takes no action within 60 days, he is required to submit a report to both Houses of Congress stating his reasons. In the case of a tie vote by the Tariff Commission the President decides whether the determination is to be negative or affirmative. The above cases are pending decisions by the President.

One other escape clause investigation was conducted in 1969 under section 301 of the Trade Expansion Act of 1962 on petition of the Maine Sardine Packers Association. The Commission announced a negative finding in July.

An escape clause investigation of import competition with respect to barbers' chairs was instituted by the Commission on Dec. 31, upon petition by the domestic producers.

In 1969 escape clause rates of duty were in effect for only two commodities, sheet glass (mostly window glass) and Wilton and velvet carpets and rugs. The escape clause rates in each case were invoked by the President in 1962, extended in 1967 and were scheduled to expire on Dec. 31, 1969, unless further extended by the President. As prescribed by Sec. 351(d)(3) of the Trade Expansion Act the Tariff Commission conducted an investigation as to the probable economic effect of the termination of the increase in duties.

In the case of sheet glass, two Commissioners judged that termination of the escape clause rates would lead to serious impairment of the economic condition of the domestic industry; one stated that duty reductions would have little impact under present conditions but that under conditions of decreasing demand would cause hardships to certain producers; the remaining three found that increased price differentials between imported and domestic sheet glass would be significant to the U.S. industry. The President extended the existing higher duties for 90 days in order to allow more time for consideration of the Commission's report together with the recommendations that were made following the wider investigation under section 301 in flat glass and tempered glass.

In the case of Wilton and velvet carpets and rugs, the Tariff Commission advised the President that the U.S. industry would be little affected by expiration of the escape clause rate. After consideration of the report and comment by various agencies of the Executive Branch, the President issued a proclamation reducing the escape clause rate from 40% ad valorem to the trade agreement rate of 21% ad valorem for most of the Wilton and velvet carpets imported into the United States. The proclamation extends to Dec. 31, 1972, the escape clause rate on non-oriental type Wilton and velvet floor coverings. The President stated in his trade message of Nov. 18 that protective duties should be removed when they are no longer justified.

The Tariff Commission made a related report during the year which, although not an "escape clause" case, pertained to stainless steel flatware, a commodity previously subject to escape clause relief in the form of a tariff quota during the period November 1959-October 1967. In April last year the Stainless Steel Flatware Manufacturers Association requested the President to reimpose the modified tariff quotas which were in effect from November 1965 to October 1967.

The Tariff Commission report was the result of a fact finding study undertaken to update information contained in an earlier report issued in 1967. The Commission stated, with two Commissioners dissenting, that in its opinion the injurious effects of imports on the domestic stainless steel flatware industry have been sufficient to warrant serious consideration of some form of relief.

Prior to this report the United States had reserved its right under Article 28 of the General Agreement on Tariffs and Trade (GATT) to modify or withdraw the trade agreement rates in effect for stainless steel flatware. The U.S. may exercise this right until June 30, when it expires unless extended by the GATT Contracting Parties.

In November the Tariff Commission concluded an investigation under section 337 of the Tariff Act of 1930, finding in favor of the petitioner, Morton-Norwich Product, Inc., which alleged patent infringement and other unfair acts in the importation of furazolidone products. Section 337 provides for investigation by the Tariff Commission of allegations of unfair methods of competition and unfair acts in the importation or sale of imported articles in the United States. When such acts destroy or substantially injure an efficiently and economically operated industry in the United States or prevent the establishment of such an industry or restrain or monopolize trade and commerce, the President may order the article to be excluded from entry into the United States. Imports of furazolidone, a patented drug used principally in the prevention and treatment of certain diseases in poultry, have been temporarily excluded since Aug. 28 following a preliminary Tariff Commission finding.

If no rehearing is requested and if the importers concerned do not appeal to the Court of Customs and Patent Appeal within 60 days, the Commission will transmit its findings to the President with the recommendation that he order that furazolidone be excluded through Apr. 17, 1973 at which time the complainant's patent expires.

Of the 30 previous section 337 investigations conducted by the Tariff Commission since 1948, only three were referred to the President, and none of those resulted in an exclusion order.

Similar investigations instituted during the year on tractor parts and on ski poles and parts are still pending. A case involving freeze dried coffee was dismissed in December.

N.Y. college to offer eight-week trade course

An eight-week course on "Planning and Organizing for International Trade" will be offered this spring by Pace College in downtown Manhattan. The course will be designed for businessmen wishing to acquire a basic knowledge of the export field as well as persons already in exporting who wish to keep abreast of current trends.

Announcement of the new non-credit course was made by the four sponsoring organizations: the Small Business Administration, the Foreign Commerce Club of New York Inc., the New York Regional Export Expansion Council (REEC), and the Dept. of Commerce's Field Office.

The course will include eight weekly seminars on Wednesday evenings from 6:30 to 8:30 p.m., beginning Feb. 25 at Pace College, 41 Park Row, New York (near City Hall).

The course is intended for manufacturers, wholesalers, distributors, bankers, consultants, managers and accountants engaged in international trade. Topics will include organization to enter the export field. export documentation, and assistance available from the government to potential exporters.

Registrations will be accepted up to Feb. 20. Fee for the entire eight-week program is $40.

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Eximbank to cover leasing activities that aid exports

Will back up to 85% of lease installments on exported items

A new comprehensive guarantee program designed to assist United States and foreign companies leasing U.S. equipment abroad has been inaugurated by the Export-Import Bank of the United States.

Under the terms of the new program, Eximbank will provide comprehensive guarantee coverage to either U.S. companies engaged in leasing abroad or to foreign companies which cause exportation of U.S. goods and services for leasing to their customers.

For new equipment leases Eximbank is now prepared to provide commercial and political risk coverage for either 85% of the aggregate amount of the lease installments, or 85% of the declining depreciated purchase value of the equipment leased, whichever amount is less. For used equipment leases the Bank will provide the same percentage of guarantee protection for political risks as offered for new equipment leases, but will only offer commercial risks guarantee coverage for up to 70% of either the aggregate lease payments or declining depreciated value of the equipment, whichever amount is less.

Can't exceed $ inflow

In no event will the amount of guarantee coverage exceed the actual U.S. dollar inflow arising out of the export of the products involved.

All leases and lease guarantee applications will be required to meet the same general terms, criteria and standards used by the Bank in its other programs. The terms, conditions, and payments of the lease to be guaranteed may not be more favorable than the terms customary in similar international sales transactions which would be supported by Eximbank. The Bank will require creditworthy lessees supported by an unconditional guarantee of the lease, unless in the judgment of Eximbank a guarantor is deemed unnecessary.

The comprehensive guarantee coverage extended directly to the lessor will provide protection against the commercial risks of protracted default and insolvency of the lessee of the equipment. The political risk protection will be against loss of or damage to the leased equipment due to violence such as civil war or revolution; the requisition, expropriation, or confiscation of the equipment by a governmental authority without adequate compensation; the non-transferability of local currency into dollars; and, under circumstances not due to the fault of the lessor, the inability to re-export the equipment to its owner-lessor upon termination of the lease.

As a condition precedent to the payment of any claim for any loss under Eximbank's guarantee, the lessor will be required to demonstrate that it has made every reasonable effort to repossess and dispose of the leased equipment and to take any other action which will minimize the loss recoverable from Eximbank. Any recoveries would reduce the amount of the claim accordingly.

Eximbank loan to buy U.S. goods for Brazilian plant

The Export-Import Bank of the United States has authorized a loan of $2.5 million and a financial guarantee of $2.5 million to Poliolefinas, S.A., of Brazil to finance purchases of U.S. equipment for a polyethylene plant. The $29 million plant is scheduled for completion in late 1971.

Major items to be purchased in the United States include motors, hi-pressure exchanger, catalyst pump, compressors, conveying equipment, special laboratory equipment, high pressure piping, and electric materials.

The low density polyethylene resin which Poliolefinas will produce is to be sold in Brazil and is the raw material for consumer and industrial plastics which include semi-rigid containers, films and bags, pipe, and coatings for paper, wire and cables.

EEC bars preferential government procurement

The Commission of the European Communities has adopted a directive barring government agencies from preferential procurement of EEC products on the basis of national origin. Under this directive, goods manufactured or assembled by a U.S.-owned company located in the EEC and properly registered under the commercial law of one of the six member states must be accorded the same consideration as products manufactured or assembled in the Community by purely EEC firms.

Local, regional and national public agencies are required under this directive to abolish restrictive procurement practices. The Commission held that such discriminatory practices create "an effect equivalent to quotas" and are therefore prohibited by Article 30 of the Treaty of Rome establishing the EEC.

Public procurement of goods of all types accounts for a substantial proportion of total Community consumption.

Frankfurt is site of air cargo forum

The fifth in a series of biennial Forums for International Air Cargo will be held in Frankfurt, Germany Sept. 15-17.

The forum will discuss shipper door-to-door requirements and developing ways to meet these needs. Subjects to be analyzed will include computerization, containerization, urban planning as it relates to pick up and delivery service, and terminal and aircraft requirements. The forum will be highlighted by a display and demonstration of the latest types of air freighters and cargo handling equipment.

Among organizations participating will be the Air Transport Association of America, the American Society of Civil Engineers, the Air Freight Forwarders' Association, the International Air Transport Association, and other international organizations.

The forum will be co-sponsored by the American Society of Mechanical Engineers, the Society of Automotive Engineers, the American Institute of Aeronautics and Astronautics, and Verein Deutscher Ingenieure.

Earlier forums in the series have been in Atlanta (1962), Montreal (1964), Chicago (1966), and San Francisco (1968).

British Steel Corporation announces new price rise

The British Steel Corporation (BSC), which controls and operates the nationalized steel industry in the United Kingdom, recently announced that it intends to increase prices by an average of 11 to 13%. The price rise will cover the entire range of products produced by BSC. The cost to steel users is likely to range between $264 million to $312 million.

The price rise comes on the heels of substantial increases instituted by the company only six months ago. The increases have resulted from continuing operating losses and the expectation of higher costs this year for raw materials, labor and fuel.

EIGHTH ANNUAL WORLD BUSINESS PERSPECTIVE CONFERENCE in Boston, sponsored by the International Trade Center of New England, Inc., was addressed by Assistant Secretary of Commerce for Domestic and International Business K. N. Davis, Jr. Secretary Davis (second from left) is shown with (from left): Page G. Pratt, Vice President, International Operations, United Fruit Co.; Louis W. Cabot, Chairman, Cabot Corp. and Prescott C. Crafts, Jr., Vice President, International Division, the First National Bank of Boston. (Photo is by Ulrike Welsch, courtesy of *Boston Herald Traveler.*)

Commerce official hits 'fuzzy thinking' on U.S. trade position

Says new priority given anti-inflationary effect of imports reflects 'complacency'; asks reemphasis on trade surplus

A shift in thinking that gives the anti-inflationary effect of imports a higher priority than a strong U.S. trade surplus has been termed dangerous by a Commerce Department official.

Speaking of the "complacency" that he sees in the comments of some U.S. economists, Kenneth N. Davis, Jr., Assistant Secretary of Commerce for Domestic and International Business, said to a Boston audience:

"All at once, massive imports of any commodity, be it textiles, oil, automobiles, steel, shoes, electronics, and on and on are of no great national concern to these people, just so long as lower consumer prices result. Believe it or not, some of them are saying, 'We should attack domestic inflation with foreign imports.' "

He continued: "They suggest that one way to force U.S. industry and labor to be more responsible in setting prices and wages is to actually encourage the flow of foreign imports. This kind of thinking is being justified partially under the widely respected principle of freer trade. But what a weird twist of that fine principle!"

Then Davis declared: "We must stop inflation, but certainly not by sending U.S. jobs to overseas competition."

Underlying what he called the "fuzzy thinking" of the economists in question, Davis said, is their feeling that "we don't really have to worry much any more about whether we earn as much as we spend abroad. These economists seem greatly reassured by the recent strength of the dollar even while our balance of payments and trade has been weak. But, have they forgotten that everyone must pay his bills? Can they deny that, as a nation, we must still earn enough in world markets to pay for what we spend?"

Davis went on: "I sense that this new thinking, this more relaxed attitude toward our international competitive position, is on the ascendency in some economic circles. I know for certain that this kind of thinking is not helping the attempts of the Commerce Department to rally wide support for government action on a long list of your trade problems. Why don't we have competitive credit and more favorable tax treatment for exports? Why isn't there a more sustained drive by the United States to get other governments to eliminate unfair non-tariff and investment barriers? Why aren't we providing better government cooperation for those industries which are heavily impacted by accelerating international technological change? One answer is lack of broad enough support, even from business."

Global marketplace

The Commerce Department official, in his talk to the eighth annual World Business Perspective Conference of the International Center of New England, also declared:

"I, too, favor the efforts to work toward a more integrated world economic and monetary system. The tides of change are definitely running toward a global marketplace. Multinational companies are becoming increasingly important as a new kind of institution. They perhaps one day will even become more important than the nation-state itself. But there is a long hard road to travel before the world gets there. I suggest that it would be very wrong to act as if this day has just about arrived. We cannot even be sure we will ever have a world of economic perfection.

"To advocate that we now set United States Government policy which will determine our nation's and our industries' international competitive position on that shaky premise, would be a grave error indeed. We could sap our nation's world competitive vitality for years to come. More importantly, the consequences in weakening our ability to attack domestic problems could be devastating."

Assistant Secretary Davis also called for the creation of new joint business/government groups to attack the country's economic and social problems, including those touching on the U.S. trade position.

He also reviewed recent actions leading up to the enactment of the new Export Administration Act that extends restrictions on some strategic goods leaving the U.S. He said the key point in the new legislation, which he termed "very satisfactory," was that it "preserved the essential prerogative of the President to decide the extent and timing of trade liberalization with Communist nations."

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SHOWING THE 'E' FLAG to guests and visitors attending the presentation ceremonies in the Secretary of Commerce's office in Washington, D.C. are K. N. Davis, Jr., Assistant Secretary for Domestic and International Business, Rocco C. Siciliano, Under Secretary, and Robert Wallace, Data Systems Analysts president.

Quadrupled exports lead to 'E' for N.J. computer software firm

Data Systems Analysts established offices in Paris and Milan, conducted mailing campaigns, advertised in trade publications

For quadrupling exports over a three-year period, Data Systems Analysts, Inc. (DSA), Pennsauken, N.J., has received the Presidential 'E' award for export expansion.

In support for its export program, the contracting and consulting computer software firm established a permanent European marketing office with branch activities, conducted direct mailing campaigns, and advertised extensively in trade publications.

DSA has been exporting computer software services to Europe for approximately four of its six-year existence. Since an initial contract with Philips Telecommunications Industries, Hilversum, the Netherlands, the company has received a continuous flow of communications programming work from Philips, which accounts for a large part of DSA's overseas income.

Success in Holland, where it encountered no significant language or marketing problems, spurred DSA to expand exporting operations in January 1967 by establishing a permanent European headquarters in Paris with branch facilities in Milan. The major problem DSA then encountered was language barriers.

In both France and Italy, DSA readily obtained markets. For the first two years in France, DSA combined with a French computer software organization to obtain contracts in exchange for specific communications programming skills it made available to the French group. Because the American firm was unique in its field, France and Italy provided few competing concerns.

New service

Most European software firms offered services in standard accounting and scientific fields, while DSA is involved almost exclusively in advanced on-line or real-time communications consulting.

Language problems were overcome when DSA obtained as vice president in charge of European affairs, a man with previous exposure to marketing techniques and working methods who was also familiar with local languages.

DSA specializes in real-time systems for the transportation industry such as passenger check-in systems, airline seat reservations and railroad freight car tracing; corporate message switching systems; on-line order entry systems; support programming for computer manufacturers.

By 1968, DSA's exports were above 30% of total annual sales.

The marketing approach was supplemented by a four-fold strategy: direct sales calls by DSA personnel, advertisements in appropriate trade media, direct mailings, and contacting selected executives of corporations and organizations in need of communications systems.

DSA is now increasing foreign commitments by pursuing computer software activities in Japan and Australia.

SCANNING A PRINT-OUT as they solve a computer communications problem are three DSA staff members, Bill Sheridan, Ray Hennessy and Russ Hollen. DSA received the 'E' award for quadrupled exports.

THE U.S. WELCOME MAT IS OUT for foreign tourists, and the United States Travel Service will issue a special invitation through a novel exhibit at Expo '70 in Osaka. Looking at a sketch of the six-story 'balloon' which is being held by two girl members of the Up With People singing group are Japanese Ambassador to the United States Takeso Shimoda (l.), Under Secretary of Commerce Rocco Siciliano (c.), and USTS Director C. Langhorne Washburn. About 80% of the cost of the air-supported structure, which is 'deflatable' and will be used at future exhibits around the world, was supplied by private U.S. firms. Siciliano said that the exhibit represents part of a determined U.S. drive to cut its $2 billion travel gap by $500 million this year. Between 40 and 50 million visitors are expected at Expo '70, and Japan recently moved from sixth to third place as a source of overseas tourists arriving in the United States. The Up With People group will also appear in Osaka to help publicize the USTS program.

Overseas taxpayers get personal help from Revenue agents

IRS program for Americans living abroad enters seventeenth year

American taxpayers living abroad will get tax assistance from the Internal Revenue Service again this year.

Worldwide tax assistance will be provided by 19 tax assistors who will visit 94 cities in 50 countries and supplement the work of permanent representatives in nine foreign cities as part of the annual Overseas Taxpayer Compliance Program. This is the 17th consecutive year IRS has offered this help.

The program, which the IRS Office of International Operations (OIO) coordinates with the Office of Special Consular Services of the State Department, will extend until the income tax filing season ends Apr. 15.

The assistors' prime responsibility is to help U.S. citizens and residents who live or are stationed abroad prepare their U.S. Tax Returns.

Most of the Overseas Taxpayer Compliance Program consists of visits by assistors to U.S. embassies and consulates around the world. These visits range in length from one day in Rotterdam to the duration of the filing season in Manila.

Nine tax assistors will visit 46 cities in Europe and the Near East, four will go to 20 cities in the Far East and Africa, three to eight cities in Canada and three to 20 cities in Latin America.

Heavy emphasis will be placed this year on the seminar method of instruction which enables assistors to handle larger groups of people in shorter periods of time than they could with an appointment system.

A total of 140 income tax seminars will be conducted by IRS representatives using embassy facilities. One type of seminar will be for businessmen and government employees, in which topics such as exempt income from sources outside the United States will be featured. A second type of seminar will stress topics of interest to retirees, such as the retirement income credit.

After the seminar, taxpayers will be invited to prepare their tax returns on the spot.

New short form eases investment reporting burden

Nineteen-line form can be used by an estimated 2,500 firms

The Commerce Dept.'s Office of Foreign Direct Investments has announced a new short form for 1969 annual reports that will save time and work for an estimated 2,000 to 2,500 U.S. firms and individuals making foreign investments.

Approximately 3,400 U.S. companies and persons are required to file reports under the OFDI Program for control of foreign investments set up in 1968 as one of several measures designed to reduce the balance of payments deficit. The deadline for reporting foreign investment activity under the OFDI Program in 1969 is Apr. 30.

The new single-page form may be used by the majority of direct investors electing to be governed by the minimum $1 million investment quota provided for in the Foreign Direct Investment Regulations and applicable on a world-wide basis. Direct investors using the form must meet all the conditions for filing specified in the accompanying instructions. Among the requirements are that the investor has not used any long-term foreign financing for direct investment during 1968 or 1969, and has not been cited for significant violation of the regulations.

Designated Form FDI-102F/S, the short form, contains 19 reporting lines as contrasted with 65 in the longer Form FDI-102/102F.

Copies of the short form may be obtained at U.S. Department of Commerce Field Offices and at Room 2119 in the main Commerce Department Building, Fourteenth St. and Constitution Ave., N.W., Washington, D.C. 20230.

XUM

Commerce to send food-processing and packaging equipment mission to Mexican cities this summer

Recruitment now beginning, applications due by March 1; Guadelajara, Monterrey, and capital city on itinerary

A trade mission specializing in food processing and packaging equipment is being organized by the Commerce Department to promote sales in Mexico early this summer.

The mission is scheduled to visit Mexico City, Guadelajara, and Monterrey, June 22-30.

Six specialized, or vertical, missions—those comprised of businessmen offering a compact range of related products or services—were sent abroad by the Department last year and five have been announced for this spring. This will be the first to specialize in food processing and packaging machinery and the first to go to Mexico.

High export potential

As food-processing and packaging equipment is considered among the U.S. product lines with the highest export potential, the Department is planning several other promotional activities focusing on such goods. Under a new program of international market research, the Department has selected this product group for extensive examination—covering 35 countries—during 1970.

Also, two overseas promotions will highlight this machinery: At the Milan Trade Center, Apr. 14-25, a show featuring meat-, fish-, and poultry-processing equipment and supplies; and in Madrid, Mar. 2-7, a U.S. solo exhibition of food processing, packaging, commercial and industrial refrigeration and air conditioning equipment. Bookings for both have been filled.

Applications due soon

Recruitment for the mission to Mexico is now under way, and executives of U.S. firms manufacturing or supplying such machinery are invited to participate. Each member pays his own transportation and living expenses. The Department provides a director to accompany the mission, and pays the operating expenses. The participants do business for their own firms.

The deadline for applying is March 1. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The outlook for U.S. sales of food-processing and packaging equipment in Mexico is good, according to a recent market study conducted for the U.S. Embassy there. Even though each year some items are added to the list of those produced in Mexico, imports account for about 70% of the food-processing machinery market. Such imports from the United States, January-August 1969, reached $5.2 million; Mexico's total imports of such items, $8.6 million.

U.S. equipment is the most advanced in the world and for most processing, best meets the needs of the Mexican food industry, the study says. The proximity of the U.S. manufacturer permits the purchaser to obtain more rapid service and/or parts, the report points out.

Marketing and distribution structures in Mexico have been changing significantly, with the influx of supermarket style shopping centers and department stores in the larger cities, popularizing consumption of packaged goods.

Other sales efforts score

U.S. manufacturers of food processing and packaging equipment scored a multi-million-dollar success in Mexico two years ago when 62 firms participated in EXPO-META, a commercial exhibition sponsored by the Commerce Department. The show attracted more than 8,000 trade visitors. Sales on the floor and during the following 12 months reached $4,454,000. Twelve agents were appointed.

Last fall, a U.S. exhibition of advanced machine tools in Mexico City paid off to the extent of almost $1.4 million worth of sales on the books and about $4 million projected. Twelve agents also were appointed during this show.

A Commerce-approved mobile trade fair/mission with an airborne instrument display found sales prospects far exceeding expectations in Mexico City last spring. The mission, sponsored by Pan American World Airways, estimated 12-month sales at almost $700,000.

Stans names three association heads to export council

Secretary of Commerce Maurice H. Stans has named three trade association leaders to the National Export Expansion Council (NEEC), a non-partisan group that advises him on export promotion.

Appointed to NEEC for periods that run concurrent with their terms as heads of their respective associations are: Nat S. Rogers, President, The American Bankers Association (ABA); Dale E. Taylor, President, American Institute of Marine Underwriters (AIMU); and Rae F. Watts, President, American Association of Port Authorities (AAPA).

Rogers, President of the First City National Bank of Houston, was elected ABA president last October for a one-year term. A native of Mississippi, he received degrees from Millsaps College, Jackson, Miss., and Harvard Business School. In 1947 he joined the staff of Deposit Guaranty National Bank, Jackson, as a credit department employee. He was elected a director in 1958 and president in December of that year. In February 1969 he joined First City National as president.

Taylor, of Darien, Conn., is Executive Vice President and Trustee, Atlantic Mutual Insurance Co., and Executive Vice President and Director, Centennial Insurance Co. His term as head of AIMU runs until December 1971. He was born in Omaha and educated at the University of Nebraska and George Washington University.

His entire insurance career has been with Atlantic Mutual Insurance Company. Other business affiliations include Manager, American Hull Insurance Syndicate; Director, U.S. Salvage Assn.; member, American Bureau of Shipping; Director, National Cargo Bureau; Director, Security Bureau, Inc.; and Governor, Foreign Credit Insurance Assn.

Watts, Director of the Port of San Francisco, was first vice-president and chairman of the San Francisco convention of AAPA prior to his election as president for a one-year term which ends in October. He joined the port staff in 1960 after serving as assistant general manager of the Commission of Public Docks in Portland, Ore. Before that, he was manager of the grain department for the International Milling Co., Buffalo.

United States overseas

U.S. firms interested in entering exporting for the first time or seeking to expand overseas markets, will find assistance in the columns below listing details of future U.S. overseas activities.

Sales opportunities in seven U.S. exhibitions at commercial trade fairs around the world and 19 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and Nov. 9, 1970. The shows and commercial fairs are planned after market research indicates a demand for a particular category of products.

Currently, 15 upcoming Trade Center and trade fair exhibitions are sold out.

Other opportunities of interest are trade missions, America Weeks and the Sample Display Service. The latter is more fully described in a special notice accompanying this list. America Weeks displays are overseas retail sales promotions of U.S. consumer goods.

Of the 27 events in eight nations and regions for which the Bureau of International Commerce is now seeking exhibitors, France will host five, the United Kingdom and Japan will host four each, Scandinavia and West Germany will host three each, Italy and Thailand will host two each, Australia, Canada and Mexico one each, and a trade mission will tour Southeast Asia.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in London, Bangkok, Milan, Frankfurt, Stockholm, Sydney, Tokyo, and Paris.

For further information on the Trade Center shows described in this listing, or for more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Dept. of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad to promote the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, while others are originated and paid for by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

The following calendar of upcoming American trade promotion activities is based on the latest data available. It appears regularly in the first issue of INTERNATIONAL COMMERCE each month.

PULP AND PAPER EQUIPMENT, United Kingdom. The United Kingdom is unique in the pulp and paper industry. It is the largest producer-consumer in Western Europe, and, the world's largest importer of wood pulp and pulpwood. To maintain this precarious productive strength, this British industry is being forced to streamline its operations and to automate processing. More efficient and profitable operational systems and equipment are being sought from U.S. manufacturers. For complete details on this opportunity in the United Kingdom, telephone Lee W. Swift, 202-967-4461. **London Trade Center. Apr. 6-10.**

MATERIALS HANDLING EQUIPMENT AND COMPONENTS, Scandinavia. The Scandinavian countries comprise an estimated $300 million market for materials handling equipment with imports supplying about one-third of the requirements. Sweden alone represents a $150 million market and accounts for nearly half of all imports. With demand growing for all types of labor-saving and handling equipment in the Nordic countries, this April 1970 show in Stockholm will offer U.S. manufacturers of materials handling equipment and systems an excellent opportunity to broaden their product exposure and increase their sales in this expanding market. Strong sales potential has been indicated for automated storage, retrieval, and inventory control systems, mobile and overhead lifting and carrying equipment, industrial trucks, hydraulic and electrical components, remote controls, related accessories, and maintenance equipment. This show is expected to benefit from a meeting of the Swedish Materials Handling Society, with over 900 members throughout Scandinavia, to be held in Stockholm at the same time. For further details about this exhibition, call call 202-967-5751. **U.S. Trade Center for Scandinavia, Stockholm. Apr. 13-18.**

HANOVER AIR SHOW, Germany. The specialists of the aircraft and aircraft components fields will be present at the Hanover Air Show in 1970, the second largest air show in the world and held every two years. The growth of the German aero industry centers around both military and civilian expansion. In the military field Germany will spend approximately $1 billion over the next five or six years on U.S. aircraft. The ten major commercial airports will spend $335 million on expansion and modernization in the next 2½ years. They expect an increase in passenger traffic from 18.6 million in 1967 to 70 million in 1977—a 375% increase in ten years. Firms wishing to participate in this outstanding exhibition should telephone 202-967-4073. **German Aviation Show, Hanover 1970. Apr. 24-May 3.**

DATA PROCESSING TRADE MISSION/SEMINAR TO SOUTHEAST ASIA. The use of computers, only a few years ago almost exclusively limited to government and education, is now increasing rapidly in Southeast Asia. Today, Asian businessmen and industrialists are looking to the field of computer science for assistance in solving management problems ranging from production and inventory control through billing and payroll. Hardware, software and firmware are each finding growing demand throughout the area. U.S. companies, as a result of their participation in a previous event, projected sales of computer hardware and software valued over $6 million for the period July '69-June '70. Commerce is organizing a Trade Mission/Seminar for Apr. 29-May 9. The Mission/Seminar will operate in Taipei, Djakarta and Singapore. U.S. firms producing computer hardware, software or peripheral equipment and are interested in furthering international sales of their products should call 202-967-4858. **Southeast Asia Touring Data Processing Trade Mission/Seminar. Apr. 29-May 9.**

XUM

promotions scheduled

PRINTING AND GRAPHIC ARTS EQUIPMENT. Mexico City, Mexico. Printing and graphic arts is one of Mexico's fastest growing industries and presently ranks as the fourth largest in the country. Current productivity amounts to about $272 million and forecasts call for this figure to triple by 1975. With the exception of some small machinery, there is virtually no manufacturing of printing and graphic arts equipment in Mexico. As a result, importation is required. In 1968, on total imports valued at approximately $21 million, the U.S. share was about $12.8 million or 59.2%. For complete information about participation in this exhibition, telephone 202-967-3848. **U.S. Solo Exhibition, Mexico City, Mexico. May 11-15.**

ELECTRO-OPTIC APPLICATIONS. United Kingdom. Britain, along with Europe, is moving from the experimental to the application stage in electro-optics. Annual U.K. purchases are estimated at $2 million in mid-1969, and the volume of business in electro-optical equipment is expected to at least double within the next three years. Experts currently claim that European developments are five years behind the U.S. level of accomplishment, but with industry in Europe now looking at electro-optical devices as practical tools, this gap can be expected to close rapidly. U.S. manufacturers wishing to share the growing market for electro-optical equipment in the U.K. and Europe should call 202-967-4653. **London Trade Center. May 11-15.**

ADVANCED MEDICAL EQUIPMENT EXHIBITION. France. Sales of American made medical equipment to France are rising. Improvements in medical care are causing a growing demand for a wide range of items. The U.S. sold almost $5 million worth of medical equipment to France in 1968, up from $2.3 million in 1966. Prospects for greater sales are promising. The outlook is particularly good for specialized devices and recently developed equipment. To assist U.S. companies, a promotion for a selected audience of hospital administrators, physicians, medical technicians, government officials and other potential buyers of medical equipment is planned. For further information on the market and promotion, telephone Charles M. Whitley, 202-967-4961. **Paris Trade Center. May 11-15.**

METAL SURFACE TREATMENT EQUIPMENT AND SUPPLIES. Japan. Continued expansion of Japan's industry has generated an expanding demand for the most advanced metal surface treatment equipment and supplies. Japanese demand for metal surface treatment equipment totaled $83 million in 1968, half of which was for plating equipment. The majority of this equipment was used by the major firms in steel, automobile and electrical machinery industries. Based on the estimated annual increase in demand of 10%, consumption of metal surface treatment equipment is expected to total $111 million by 1971. The latest fully automatic plating equipment is expected to have strong demand as is electrostatic powder plating equipment and sonic cleaners and instruments for testing treated surfaces for the ability to withstand heat, moisture, compression and stress. Advanced treatment chemicals and paints are also in demand. For complete details call 202-967-5622. **Tokyo Trade Center. May 18-23.**

CHROMATOGRAPHY AND SPECTROSCOPY EQUIPMENT. Italy. Italy's economy is one of Europe's strongest. Its chemicals, petrochemical and pharmaceutical industries are expanding at a fast pace. These and other sectors of the Italian economy, including the medical field, offer excellent sales opportunities for U.S. manufacturers of chromatography and spectroscopy equipment. The U.S. is already the largest foreign supplier of these products in Italy and buyers will continue to rely heavily on U.S. suppliers as they carry out plans to modernize the industries. For further market information on this show which is now scheduled for mid-May, and for details on how to increase sales through this exhibit, call 202-967-3968. **Milan Trade Center. May 19-23.**

SERVO SYSTEMS AND COMPONENTS. Germany. A new look at the German market for precision mechanisms, positioning controls and systems components for the machine tool, aerospace and computer industries has uncovered numerous opportunities for American manufacturers of servomechanisms and related components. Germany's burgeoning economy and German industry's realization that labor shortages will continue to create greater demands for automation in industrial production point up the potential for these U.S. commodities. Specific items have been identified from market research and a target audience comprising purchasing agents, importers, and systems design engineers will be invited to attend this event. Inquiries should be directed to the Bureau of International Commerce, Code 938, U.S. Department of Commerce, Washington, D.C. 20230 or call 202-967-2425. **Frankfurt Trade Center. May 20-22.**

OUTDOOR LIFE USA. Scandinavia. High per capita discretionary purchasing power in Scandinavia beckon U.S. firms manufacturing all types of recreational vehicles and related equipment. The show will feature light aircraft, small pleasure craft, snowmobiles, camper trailers, all-terrain vehicles, minibikes, above-ground swimming pools, etc. Also included will be equipment for hunting, fishing, water and winter sports. In Sweden alone the market for sports and outdoor life equipment is increasing at a rate of 10% annually, compared with a projected increase in Swedish GNP of 4%. In 1968, American firms exported approximately $10 million of related goods to the Nordic area. To reserve space, call John R. Crown, 202-967-4421. **U.S. Trade Center for Scandinavia, Stockholm. May 20-26.**

MARINE AND SHIPBUILDING EQUIPMENT. Germany. German and surrounding European countries offer excellent sales opportunities for U.S. manufacturers of marine and shipbuilding equipment. German shipbuilders and their clients, European ship owners, are looking for modern equipment which will increase production and automate ships' operation. German shipbuilders rank third in the world in production of

seagoing vessels. Stiff competition both with Japan and within Europe requires the German shipbuilder to produce quality ships with the most modern equipment available. For further information call George Kemp, 202-967-3088. **Frankfurt Trade Center. June 8-12.**

CRYOGENIC AND VACUUM EQUIPMENT. United Kingdom. Stimulated by aerospace technology, industrial and research applications for cryogenic and vacuum equipment have soared in the U.K. The strong market potential is evidenced by the user industries which include steel, chemical, petrochemical, electronics, food processing and gas supply industries; many organizations engaged in research and development. With the current U.K. market estimated at between $35 and $50 million and an expected growth rate of 10% during the next several years, U.S. firms with new and advanced cryogenic and vacuum equipment should garner extensive sales in this mushrooming market. For further information call 202-967-4462. **London Trade Center. June 8-12.**

ADVANCED REPROGRAPHIC EQUIPMENT EXHIBITION. Scandinavia. Demands for microfilm systems, office copying and duplicating equipment, offset printing equipment, facsimile equipment (remote transmission), document processors, lithography equipment, automatic typewriters, blue printing equipment, plotters and related supplies are increasing in all the Scandinavian countries. In 1968, the U.S. supplied 22%, $12 million, of the $55 million total market for this equipment, with Sweden consuming half the total. Nordic businesses, institutions and agencies, faced with the highest labor costs in Europe, are seeking new equipment to provide higher efficiency at a lower cost. For information on the market and entering this exhibition, contact A. J. Beiring, 202-967-3714. **U.S. Trade Center for Scandinavia, Stockholm. June 10-16.**

TRANSDUCER INSTRUMENTATION. Italy. Demand for transducers of every description is growing rapidly. Total sales are expected to top $2 million in 1969, and a 25% annual rise is forecast for the early 1970's. Interest in transducers comes from a variety of industries, with the greatest demand currently from the power, petrochemical, plastics, medical, and machine tool sectors. Trade sources also report excellent sales opportunities in Italy's expanding electronics, steel, communications, food processing, and transportation industries. The largest market is reported to be for resistance, temperature, and pressure transducers. Call 202-967-2461. **Milan Trade Center. June 16-20.**

BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION/SEMINAR/TRADE MISSION. Thailand. Today Thailand offers significant opportunities for immediate and long-range sales of U.S.-manufactured business machines and office equipment. For the 10-year period ending in 1968, the market for these products showed an annual average increase of 25%. Total imports of office/business machines rose from 2.7 million dollars in 1965 to 5.1 million dollars in 1967, an increase of 88%. The U.S. share of the market is approximately 25%. The steady growth of the Thai economy, together with a stable political and business climate, has caused a rapid expansion and modernization of business service of all types. In addition to Bangkok Trade Center exhibition, a trade mission/seminar will travel to several Southeast Asian countries for the purpose of familiarizing Asian businessmen with the latest office management techniques, as well as allowing U.S. businessmen the opportunity to explore a potentially lucrative market. For additional information, call Edward Oliver, 202-967-5148. **Bangkok Trade Center. June 22-26.**

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, and Nairobi, write: Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Hong Kong, write to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Hong Kong.

PACKAGING MACHINERY AND MATERIALS. England. PAKEX '70, the London International Packaging Exhibition is one of the largest and most important specialized fairs of its kinds to be staged in Europe in 1970. In 1967, when the last event was held PAKEX's 500 exhibitors including 167 from 18 countries throughout the world attracted 35,000 visitors including 2,100 from outside of England. The total U.K. packaging machinery market increased from $59.5 million in 1966, to $64.5 million in 1968. On total imports valued at $24.9 million in 1968, the U.S. captured approximately $6.6 million of the total. For detailed information concerning participation and the current market for packaging machinery and materials. Call 202-967-4444. **U.S. Commercial Exhibition, PAKEX '70, London, England. June 22-26.**

COMPUTER DATA COMMUNICATIONS AND GRAPHIC DATA SYSTEMS/SEMINAR. Australia. Australian industrialists recognize that they must automate to compete in world markets. Thus, they are increasingly turning to the computer as a tool of managerial and production control. This development is creating a rapid expansion of the Australian computer/peripheral market. Presently there are about 1,000 computers installed in Australia, primarily in the manufacturing and commercial sectors. Only about a third of the top 800 Australian corporations have installed computers. It is estimated that the number of computer installations will be more than doubled by 1972. Recent market research concludes that Australia is ready for the newest and latest technology the United States has to offer in data communication and graphic equipment. The current Australian demand includes character recognition equipment, media converters, terminals, graphic data systems and other input and output devices. For more information and details on how you can participate in this important promotion which will inaugurate the eighth U.S. Trade Center, call 202-967-4047. **Sydney Trade Center. June 29-July 3.**

MATERIALS TESTING EQUIPMENT. Japan. Materials testing has begun to show impressive growth as well as shift in the types of equipment in demand. From 1966 to 1967, sales grew by 18% and this momentum is expected to continue as

requirements increase for technologically superior metals, structures, etc. Market research has indicated that there is an opportunity for U.S. exporters in numerous categories of equipment, both dynamic and nondestructive, especially in such areas as: dynamic balancing machines, hardness testing machines, gear and thread measuring equipment, portable and fixed x-ray equipment and vibration testing equipment. For information call M. A. Shea, 202-967-4511. **Tokyo Trade Center. June 29-July 4.**

METAL PROCESSING EQUIPMENT AND SUPPLIES. Japan. The Japanese metal processing industries are among the more dynamic sectors of that country's economy. Japan's iron and steel industry is ranked third in world production and the aluminum industry is ranked fourth. The products shown in this exhibition will include instrumentation and controls, physical test equipment, special metals and alloys, powder metals and equipment, and industrial heating equipment. During the period 1966-1968, estimated purchases of instrumentation and controls, including testing equipment increased from $24 million to $46 million, while purchases of industrial heating equipment rose from $48 million to $100 million. Future purchases of equipment are expected to steadily increase as production of crude steel is expected to reach a level of 112 million tons by 1973 compared with 67 million tons in 1968, while unwrought aluminum is expected to reach 1.4 million tons compared with a production of 478,000 tons in 1968. For detailed information concerning participation in this exhibition call Henry Watts, 202-967-4512. **Tokyo Trade Center, July 13-18.**

ANALYTICAL INSTRUMENTATION. France. The French economy post devaluation continues to be strong. Output in 1969 is projected to rise 8.6% in real terms to $130 billion and imports will be up an amazing 23.6%. The French market for advanced analytical instrumentation amounted to $150 million in 1968 and enjoyed an average 8% per year increase over a period of the prior four years. The $2.5 billion spent on R&D in France in 1967 is expected to more than double by 1975. Particularly good market potential exists for chromatography, spectroscopy, thermal analysis, gas analysis and fluorescence instrumentation. For complete information on this exhibition call 202-967-3822. **Paris Trade Center. Sept. 22-26.**

PACKAGING EQUIPMENT, MACHINERY, MATERIALS. Japan. Economic forecasts predict Japan's GNP in fiscal 1969, ending March 31, 1970, will reach $173 billion with a real economic growth rate of 13%. Outlook is for a GNP of over $205 billion in fiscal 1970 with a continued high real economic growth rate of 12-13%. Private equipment investments are expected to continue expanding at annual rates of between 17-22%. The sales of packaging machines in Japan have increased fourfold in the past seven years due to the expansion of the food industry and the mechanized packaging adopted in the cosmetics, pharmaceuticals and other industries, plus a manpower shortage and resulting increased labor costs. Demand for packaging machinery continues to rise, and a recent survey indicated that Japanese manufacturers will invest $3.9 million in packaging equipment in fiscal 1969. The value of Japanese imports of packaging machinery has grown at a steady pace of 20% annually, and the U.S. ranks first among the exporters of packaging machinery to Japan. For further information call 202-967-3974. **U.S. Commercial Exhibition, Tokyo-Pack '70, Tokyo International Packaging Exhibition, Tokyo. Sept. 22-28.**

PRODUCTION EQUIPMENT FOR THE ELECTRONICS INDUSTRY. Canada. This first commercial exhibition in Canada sponsored by the U.S. Department of Commerce will be held in the Queen Elizabeth Building on the Canadian National Exhibition Grounds. Canada is the largest market for U.S. exports, and the U.S. supplies about three-fourths of Canada's imports for general and electronic products. Continuing strong demand is anticipated for production equipment for the electronics industry, which is already a billion dollar market and expected to top three billion during the 1970's. U.S. manufacturers of electronics production equipment wishing to participate should call Wilbur L. Garges, 202-967-4653. **U.S. Solo Exhibition, Toronto, Canada. Sept. 28-Oct. 1.**

CATERING EQUIPMENT, LAUNDRY EQUIPMENT AND HOTEL MAINTENANCE EQUIPMENT. France. Increasing competition for the tourist trade is forcing France to modernize its tourist facilities. The change in parities of the French franc and the German mark is providing a sharp stimulus to the French tourist industry, which is now gearing up to meet the expected influx of travelers. The French government is providing incentives in the form of low cost loans, tax advantages, and revised hotel standards to encourage improvements. At the same time, changing social and working conditions in France are creating a growing need for large volume, quick service feeding facilities. These conditions are causing a substantial expansion of the French market for equipment and supplies for hotels, restaurants and institutions. This expansion presents an excellent sales opportunity for U.S. manufacturers of equipment used by restaurants and hotels. The market is particularly good for food preparation and serving equipment,

HEART DISEASE DETECTION DEVICES by Humetrics Corp., Los Angeles, were displayed at INTERMED '70, a recent Stockholm Trade Center show. Sales projections of $1.1 million were reported and seven overseas agents were signed. In May, the Paris Trade Center will also host a medical show.

SEVEN COMMERCIAL EXHIBITIONS around the world are currently open for U.S. exhibitors. In Europort, an international shipbuilding and marine exhibition in Amsterdam last November, Ridge Tool Co., Elyria, Ohio, and 44 other U.S. firms mounted displays. Pictured is Ridge's electrical pipe threader.

laundry equipment, and hotel maintenance equipment. U.S. firms can gain exposure and take advantage of the sales prospects offered by this growing market by participating in the U.S.-sponsored exhibition at the EQUIP'HOTEL trade fair. EQUIP'HOTEL is the largest show in France for the hotel, restaurant and catering industries. It attracts a large audience of hotel, restaurant, snackbar and cafe owners and operators; contractors, architects, and designers. Call 202-967-2885. **U.S. Commercial Exhibition, EQUIP'HOTEL, Paris. Oct. 8-19.**

AGRICULTURAL MACHINERY AND EQUIPMENT. Thailand. The key market in Thailand today is the $200 million market for agricultural machinery and equipment. This market is expected to grow 15-20% annually over the next 2-3 years. Sales potential has been identified for four-wheeled tractors of 40-50 HP, 50-70 HP and above 70 HP; two-wheeled tractors; tractor parts and accessories; disc plows and harrows; rotovators; seed distributors and seeders; hay and grass mowers; hullers and shellers; threshing machinery; land grading blades; stalk shredders; fertilizer distributors; hay balers; pumps and gasoline, diesel and gas/oil mixture engines for irrigation equipment; machine and hand-powered pesticide sprayers; poultry incubators; animal feed processing machinery; and selected rice milling equipment. For further details, call Joseph A. Miller, 202-967-5281. **Bangkok Trade Center. Oct. 12-16.**

INDUSTRIAL ASSEMBLY EQUIPMENT. France. The estimated 1968 value of the French market for industrial assembly equipment was more than $117 million, and a recent market study conducted for the U.S. Department of Commerce predicts consumption will reach $150 million by 1971. U.S. firms currently hold an important share of French imports of assembly equipment and supplies. Sustained efforts to increase productivity are likely to generate excellent opportunities for further expanding U.S. exports. Because of the advanced technology of U.S. products there is often little competition. For information on how to participate, telephone 202-967-4961. **Paris Trade Center. Oct. 19-23.**

PACKAGING MACHINERY AND MATERIALS. France. The International Packaging Exhibition, Emballage '70, is one of the principal European trade fairs for the packaging industry. The French market for packaging machinery has been expanding about 10% annually, and in 1968 France imported $24 million in packaging machinery. Sales opportunities for U.S. suppliers of packaging equipment are developing as France modernizes its packaging industry. The need for better packaging in France is prompted by the expansion of self-service merchandising, and the integration of the Common Market economies which allows France to export more food products to her EEC partners. The International Packaging Exhibition in Paris is a biennial event which attracts a large audience of potential buyers interested in seeing the latest developments. The U.S. Department of Commerce sponsored a very successful exhibition at this event in 1966. The 35 U.S. exhibitors reported sales of $2.3 million and 23 agency agreements as a result of that promotion. For further information on the market and participation in the exhibition telephone John Wolf, 202-967-3822. **U.S. Commercial Exhibition, Emballage '70, Paris. Nov. 9-15.**

Space fully booked

The following shows, in which all available exhibit space has been reserved, are still open for visits by interested representatives of the industries involved. U.S. firms with sales representatives or distributors in the area of any of the listed Trade Centers and exhibitions can ask these local businessmen to visit the shows to see the 'state of the art' in each particular field.

PHOTOGRAPHY FOR SCIENCE, INDUSTRY. Italy. With few exceptions, Italy is a net importer of cameras and other photographic products. In 1968 Italians bought approximately $5.5 million worth of U.S. photographic equipment which is respected for its precision and durability, and constitutes a 22% share of a market which it is believed will continue to develop rapidly over the next several years. **Milan Trade Center. Feb. 10-14.**

NUCLEAR INSTRUMENTATION AND EQUIPMENT. Germany. During the next ten years expenditures are slated to total $6.25 billion for 30 to 50 new atomic power stations; until 1980, approximately 70% of all newly constructed power plants will be of the nuclear type. The Third German Atom Program of 1968-72 will provide government funds for nuclear research and development in the amount of $1.25 billion, an increase of 53% over funds allotted by the Second Atom Program of 1963-1967. **Frankfurt Trade Center. Feb. 16-20.**

BIOCHEMICAL TEST, CONTROL EQUIPMENT. United Kingdom. Use of biochemical test and control equipment in Britain is seen expanding in the future. Capital expenditure on biochemical instruments is expected to top $31 million in 1970, with 28% for imports and about three-quarters of these imports coming from the U.S. This exhibition will be promoted to potential buyers in the U.K. among food and beverage processors, drug and chemical processors and biochemical research laboratories. **London Trade Center. Feb. 16-20.**

SCAN-BUILD '70. Scandinavia. This important exhibition is aimed at the large Scandinavian market that exists for building products and building materials, tools and light construction equipment, and heating, ventilating and air conditioning systems. The Swedish market accounts for $578 million. The U.S. presently accounts for 10% of Swedish imports of such

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products. The strong demand for housing in Scandinavia plus the high government priorities assigned to home building in Sweden due to present shortages, provide American firms with a favorable climate in which to increase their share of Scandinavian imports of these products. **U.S. Trade Center for Scandinavia, Stockholm. Feb. 18-24.**

INDUSTRIAL ASSEMBLY EQUIPMENT, SUPPLIES. Japan. The demand for industrial assembly equipment and supplies is growing rapidly in Japan. Demand is estimated to increase up to 50% annually for some products in the next several years. Imports currently amount to about $6 million annually with the U.S. providing the major share. **Tokyo Trade Center. Feb. 23-28.**

INDUSTRIAL AIR QUALITY TREATMENT EQUIPMENT. Italy. U.S. air quality treatment equipment now enjoys a position of high esteem in Italy. Excellent sales potential has been identified for advanced equipment used to remove gases and particles from controlled air environments, for air quality instrumentation, special air filters, and selected items introducing clean room equipment, clean benches, and odor control devices. **Milan Trade Center. Mar. 1-8.**

FOOD PROCESSING, PACKAGING, COMMERCIAL AND INDUSTRIAL REFRIGERATION AND AIR CONDITIONING EQUIPMENT. Spain. The Spanish economy is in a new phase of expansion. Demands for imports are up and U.S. trade prospects are better than at any time since devaluation of the peseta in 1967. Spain's Second Economic and Social Development Plan assigns high priority to modernization of the country's food processing and distribution system. **U.S. Solo Exhibition, Madrid. Mar. 2-7.**

ELECTRONICS PRODUCTION AND TESTING EQUIPMENT. Scandinavia. All types of materials, production, assembly, and test equipment for electronics may be exhibited at this show which will be directed to over 500 Scandinavian manufacturers producing $600 million of electronic equipment and components. Sweden, with 200 companies producing $400 million of electronic equipment is the largest of the four-country market area. **U.S. Trade Center for Scandinavia, Stockholm. Mar. 11-17.**

SOPHISTICATED MATERIALS FOR THE ELECTRONICS INDUSTRY. Germany. Broad application of electronics technology in other industry has caused the electronics market to grow at an annual rate of 5-6%; in 1968 this market totaled $1.7 billion. Several sectors of this market—computers and industrial process controls—experienced annual rate increases of 12-20%; semi-conductors, particularly integrated circuits, jumped 62% in 1968. **Frankfurt Trade Center. Mar. 16-20.**

PRINTING AND BOOKBINDING EQUIPMENT EXHIBITION. France. Wages in the French printing and binding industry have increased an average of 60% since 1966. Mounting labor costs combined in many cases with the problem of aging plants and equipment are forcing French printers and bookbinders to invest in new, high-speed machinery. **Paris Trade Center. Mar. 17-21.**

HI-FI AND STEREO EQUIPMENT EXHIBIT. Germany. Since German sound enthusiasts are increasing in number and are becoming more sophisticated, their quest for better sound reproduction offers new opportunities for U.S. manufacturers of hi-fi and stereo equipment. The U.S. share of this market now exceeds $10 million and as market indicators show, demand will continue at a high level. **Frankfurt Trade Center. Apr. 14-19.**

MEAT, FISH, POULTRY PROCESSING EQUIPMENT, SUPPLIES. Italy. Italy has one of the Common Market's most rapidly expanding meat processing industries. Demand for advanced equipment has increased greatly in the past decade and the market is expected to grow by 50% during the next five years. These developments reflect Italy's constantly improving standard of living and are a direct result of the Italian consumer's growing demand for better processed and canned meat, fish and fowl. **Milan Trade Center. Apr. 14-25.**

INDUSTRIAL INSTRUMENTATION AND COMPUTERS. England. For the third consecutive time the U.S. Department of Commerce is mounting an exhibition within an exhibition at the London International Instruments, Electronics, and Automation Fair, one of the largest and most important shows of its kind which is staged biennially in the United Kingdom. **U.S. Commercial Exhibition, International Instruments, Electronics and Automation Fair (I.E.A.), London, England. May 11-16.**

MEASURING AND TESTING EQUIPMENT. France. The U.S. Department of Commerce is sponsoring an exhibition at one of the most important trade fairs of its kind in Europe —MESUCORA. Scheduled in Paris, May 27 to June 4, 1970, MESUCORA is a triennial show featuring measuring, testing, controlling, regulating and automating equipment. The 1967 show drew 100,000 scientists, engineers, and corporate decision-makers from all over Europe. **U.S. Commercial Exhibition, MESUCORA, Paris. May 27-June 4.**

MEASURING, RECORDING AND CONTROL INSTRUMENTATION FOR THE CHEMICAL INDUSTRY. Germany. The Department of Commerce will organize a U.S. exhibition of instrumentation for the chemical industry at ACHEMA 1970. The fair, held every three years, is regarded as the world's leading showplace for equipment for the chemical industry. **U.S. Commercial Exhibition, ACHEMA 1970—16th Chemical Engineering Exhibition and Congress, Frankfurt, June 17-24.**

TWO SPRING PRINTING & GRAPHIC ARTS EQUIPMENT SHOWS are set for 1970: the first in March at the Paris Trade Center, the second in Mexico in May. Punching and binding machines shown at the General Binding Corp. booth were exhibited at a similar event last May at the Frankfurt Center.

Iran's industrial growth creates demands for variety of American-made machinery

U.S. exhibition to feature construction, cooling-heating, office, textile, medical, electrical power, food processing and packaging equipment

The Iranian Government's current five-year program to advance industrial development and increase production capacity opens important new sales opportunities for U.S. manufacturers of a wide range of machinery and equipment.

The plan, which calls for investments of $10 to $11 billion between 1968 and 1973, places almost equal emphasis on development of the private and public sectors of the economy.

The Government will expand the electric power supply, water resources, telecommunications, steel production, roads, railroads, ports and airports. Private investment, under Government direction, will be heavily concentrated on agriculture, industry, mining and construction.

U.S. manufacturers of equipment used in these and related fields such as textiles, plastics, chemicals and packaging, will have an opportunity to show their products to Iranian buyers at the U.S. Industrial Machinery Exhibition in Tehran, May 16-21. This event will also have an impact on institutional fields due to the medical, laboratory and office equipment displays.

Colloquium scheduled

The exhibition will be accompanied by a colloquium which is being organized with officials of the Iranian government and will cover management and technical matters. Some of the topics being considered are contracting problems, systems management, marketing management, and advances of U.S. technology.

Sponsored by the U.S. Department of Commerce and staged by the Department's Bureau of International Commerce, the all-U.S. show will include the following product categories shown by market research to have strong sales potential:

Heavy construction equipment—asphalt spreaders; bulldozers, concrete equipment (mortar and cement pumps and forming tools); cranes, front end loaders, generators (above 75 hp.), graders, motor dredges, road dumps, rollers, scrapers, tractors (crawler).

Refrigeration, air-conditioning and heating equipment—oil and gas burners, ice-making machines, mechanical stokers, plant-air conditioning systems; wall and window air-conditioners.

Office modernization equipment—adding and addressing machines; calculators, cash registers, copying machines, microfilm equipment.

Textile industry production equipment—machines for finishing, ginning, spinning, weaving.

Medical, hospital and laboratory equipment—complete lines, especially in the electro-medical field.

Electrical power equipment—line construction tools (hoists, dispensers, cable cars, wire reels, brakes, hotline tools, wrenches, tensioners, pullers), overhead line equipment; poles for lines; power fuses; power generation and transmission equipment.

Food processing and packaging equipment—augur-type filling machines; blister packaging machines; heat-sealing machines; volumetric filling machines.

Sales opportunities are also strong for automotive servicing and maintenance equipment; production equipment for the plastics industry; chemicals, fungicides, herbicides and pesticides; instruments and controls; manual and power hand tools; machine tools; desalination equipment; electronics; mining and oil equipment; equipment for the petrochemical industry; telecommunications equipment; irrigation equipment; and light aircraft.

Last year the United States sold $279 million worth of goods to Iran—18% of the Iranian import market and more than any other country except West Germany. U.S. exports included more than $1 million in each of 53 product categories.

As a prelude to the 1970 event, 10 U.S. manufacturers of construction equipment and farm machinery displayed their products in a Commerce Department exhibition at the Second Asian International Trade Fair in Tehran last Oct. 5-24. Their floor sales totaled $611,975 and expected follow-up are estimated at $4 million.

Prior to the U.S. Industrial Machinery Exhibition, Commerce market development experts will conduct a comprehensive campaign to assure maximum attendance of key buyers, agents, engineers, distributors and Government officials.

U.S. manufacturers interested in participating in the U.S. Industrial Machinery Exhibition may obtain an Exhibits Export Market Guide, IMIS 69-78, and further information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (202-967-2991), or from any of the Department's Field Offices.

International fair, seminars for fishing, food industries will be held in Lima, Peru

An international fair for the fishing and food processing industries, Tecnopan 70, will be held from Apr. 6-12 at the Pacific International Trade Fair Grounds in Lima, Peru.

At the same time, an international seminar of Agro-industrial and Fishing Development under the sponsorship of the Peruvian Government will be held at the fair grounds.

Among the products to be exhibited at the fair are fishing vessels and associated machinery, equipment and instruments; equipment for fishermen, fish breeding, sport and game fishing; machinery for the food processing industries, including storage, transport and packaging items.

Write: Carlos G. Davila, Feria Internacional del Pacifico, (Tecnopan 70), P.O. Box 4900, Lima 1, Peru.

Two international exhibitions planned for Paris in spring

Two international exhibitions will occur in Paris this spring. EXPOMAT, the Seventh Public Works and Building Exhibition, is set for May 21-31, and the Second Exhibition of Heating, Refrigeration and Air Conditioning Techniques is scheduled June 2-8.

EXPOMAT's displays will include water supply and drainage equipment, land clearing machines, air tools, maintenance and river works equipment. For information, write the fair: 1, avenue Niel, Paris 17.

The Heating, Refrigeration and Air Conditioning show will feature distribution systems, controls and air treatment devices. Additional information is available from: Chauffage, Froid et Climatisation, 7, rue Copernic, Paris 16.

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New British buying habits spur market for U.S. packaging equipment, materials

U.S. trade fair at Pakex '70 in London will have space for 32 American firms; number of self-service stores continues to rise

Growing acceptance of American-style self-service stores has altered consumer buying habits in Great Britain and is creating an important market for packaging equipment and materials.

To help manufacturers reach key British buyers in packaging and related industries, the U.S. Department of Commerce will sponsor an exhibition of packaging equipment, materials and accessories at Pakex '70, the London International Packaging Exhibition, June 22-26.

Pakex '70 staged in London's Olympia Hall, is one of the most important specialized trade fairs scheduled in Europe in 1970. The previous London International Packaging Exhibition in 1967 attracted 500 exhibitors including 167 from 18 countries other than Britain.

The Department's Bureau of International Commerce, which is staging the U.S. exhibit, expects about 35 American firms to participate. Months in advance of the opening, market promotion experts will begin contacting buyers, agents, distributors and manufacturing licensees in the United Kingdom to assure maximum attendance at the show.

Great Britain spends $2.4 billion annually on packaging materials, and British purchases of packaging machinery in 1968 exceeded $64 million. Of total imports of packaging machinery estimated at $24.9 million in 1968, the United States captured approximately $6.6 million, or about 26.5% of the total.

Supermarkets expanding

Increased British expenditures on packaging equipment and materials may be anticipated. The number of self-service stores is expected to rise from 17,600 to 30,000 within the next 10 years. Supermarkets, growing in size and number, are now selling clothing and other non-food items. Drugstores are starting to sell non-pharmaceutical items.

In addition, frozen foods, non-returnable bottles, aerosol and vacuum packaging are all gaining popularity.

Best sales prospects for packaging equipment in Britain, according to Commerce market research, include:

Aerosol filling and sealing machinery; thermoforming machinery; shrink wrapping equipment; plastics forming, filling and sealing equipment; chub packaging form, filling and sealing machines; automatic bundling and strapping machines; blow molding machinery; high speed filling, capping, labeling and casing equipment.

Modular wrapping machines, labeling equipment, automatic bag handling, filling and sealing equipment; carton erectors, packers, loaders and sealers; hot-melt adhesive applicators; package quality test and inspection instrumentation; film in polystyrene, polypropylene and polyethylene; polyvinyl chloride; hot-melt materials; irradiated polythene; delay-action heat-seal paper; and cold-seal materials.

Commerce Department overseas exhibitions of packaging equipment have provided excellent showcases for U.S. companies. Last May, the U.S. display at the Packaging Machinery and Materials Show (Interpack) at Duesseldorf, brought floor sales of $2,015,000 and expected follow-up sales of $6,375,000 to 33 exhibitors.

U.S. firms may obtain information and an Exhibitors' Export Market Guide, IMIS 69-79, on the London International Packaging Exhibition from the U.S. Department of Commerce (BIC-942) Washington, D.C. 20230 (202-967-4444) or any Department Field Office.

Construction machinery show scheduled for Danish Center

E 70, an international construction machinery trade fair, is scheduled in the Bella Center in Copenhagen, Apr. 29-May 3, and is open for international participation.

The Association of Importers and Danish Manufacturers of Construction Equipment and the Bella Center in collaboration with the Danish General Contractors Association are arranging the trade fair.

Write: Fair Secretariat, Bella Center, Hvidkildevej 64, DK-2400, Copenhagen NV.

TOWEL ROLL WRAPPING MACHINES manufactured by Battle Creek Packaging Machines, Inc. in Michigan were shown for the first time in Europe by Battle Creek at INTERPACK '69, as an exhibitor of the U.S. commercial exhibition in the international fair. This machine was purchased on the third day.

U.S. makers of reprographic equipment will stage Scandinavian show in June

American firms supplied 22% of $55 million market in 1968; major users include government agencies, libraries, museums, printers

The four Scandinavian countries comprise a $55 million import market for a broad range of reprographic equipment, with Sweden consuming more than half the goods. In 1968, the U.S. supplied about 22%, or $12 million, of the total market.

U.S. manufacturers of microfilm duplicators and systems, office copying and duplicating machines, offset printing equipment and related products, facsimile equipment (remote transmission), document processing machines, photo copiers, lithography equipment (in-plant), automatic typewriters, blueprinting machines and plotters will have the opportunity to exhibit their products in an advanced reprographic equipment exhibition at the U.S. Trade Center for Scandinavia at Stockholm, June 10-16.

Need for efficiency

Faced with the highest labor costs in Europe, Nordic businesses, institutions and agencies are seeking new equipment to achieve greater efficiency at lower costs.

The U.S. Department of Commerce's Bureau of International Commerce, which will stage the promotion, has identified major industrial and commercial users of reprographic and allied equipment as governmental and municipal agencies, libraries, museums, scientific and research institutions and organizations, banks, universities, retail outlets, and reprographic companies.

Commerce market research indicates these facts about the Scandinavian market and its potential.

Sweden—With large firms expanding and reorganizing their in-house reproduction departments, demands for reprographic equipment will increase. Microfilm cameras, equipment and parts imported from the U.S. in 1968 amounted to more than $300,000. And there is a trend toward electrostatic copying machines, including those which can be used to make small offset master copies. In 1968, the U.S. supplied almost $1.3 million in photocopying and duplicating equipment to Sweden.

Denmark—Approximately $640,000 in photocopying and duplicating machines was imported from American firms to Danish concerns in 1968. Microfilm sales in that year were up 40% over the previous year.

Norway—Microfilm equipment sales are expected to increase between 80-100% yearly in the future. Sales of copying machines may rise as much as 40% this year.

Finland—A 10-14% growth is forecast for the copying and duplicating equipment market this year.

The following products are identified by Commerce research as those having a high sales potential:

Microfilm: microfiche cameras, desk console recorders, high-speed computer output recording systems, 16 mm microfilm cameras, camera-processors, step and repeat microfiche cameras, viewers, readers for negative and positive microfiche, portable rear screen projection viewers, magnetic tape viewers, reader-printers, printers, processors, electrolytic processors, hard-copy printers, enlargers, document processing equipment.

Office copying and duplicating machines: photo-composing machines, office composing machines using standard typewriter keyboards, electrostatic offset platemaking equipment, small offset duplicators, photo typesetting equipment, repetitive writing typewriters, collating machines, paper folders and cutters, addressing machines, envelope stuffers, overhead projectors, allied binding equipment for drilling, slitting, perforating, combination electrostatic copier-duplicator, blue printing systems.

American manufacturers interested in exhibiting in Scandinavia should note that those nations employ the metric system of measurement.

Commerce has staged previous shows of reprographic equipment and allied products. At the Milan Trade Center, Feb. 5-11, 1969, 28 exhibitors representing 30 U.S. firms signed eight agents, wrote $58,000 in floor orders and projected more than $2.1 million in first year sales.

For additional facts about the Nordic market for advanced reprographic equipment and allied supplies, and information on exhibiting in the June 10-16 show, contact A. J. Beiring, U.S. Department of Commerce (BIC-946), Washington, D.C. 20230 (202-967-3714), or any Commerce Field Office.

Djakarta Fair '70 to open in June for five-week run

Space is still available for U.S. companies in the Djakarta Fair '70, which will run for five weeks from June 13-July 18. U.S. participation is currently being planned to include both Government exhibits and private firms which may rent space in the U.S. pavilion or from the fair authority.

This year more exhibition space and an increased number of international participants are expected. At the 1969 Djakarta Fair which ran for ten weeks, 3½ million persons visited the fair.

The U.S. pavilion, constructed last year, was visited by more than one million fair-goers, attributed in part to the Apollo exhibit. Twelve American firms mounted displays in the pavilion.

Interested U.S. companies and organizations should request additional information from the Secretary of the Djakarta Fair, Suleiman Dahlan, Lapangan Merdeka Monas, Djakarta, Indonesia.

Requests concerning available space in the U.S. pavilion should be sent to the Commercial Attache, American Embassy, Medan Merdeka Selatan 5, Djakarta.

HOGARHOTEL application deadline announced for May

A May 30 application deadline has been announced for the 1970 HOGARHOTEL, a national home, decoration and gastronomy salon and international hotel equipment exhibition. The next annual event will be held in Barcelona Nov. 18-29.

Staged since 1961, this event is open to both direct participation and through overseas affiliates of non-Spanish firms. Hotel equipment, household appliances, furniture, decorating materials and building materials will be shown.

At the Nov. 8-20, 1969, HOGARHOTEL, a decorating congress and international convention on Spanish foods were two of the events occurring simultaneously with the exhibition. Forty-two American firms were among the 933 exhibitors which participated and represented 14 nations.

Write: HOGARHOTEL—10, Palacio Ferial, Av. Maria Cristina s/n, Barcelona.

Tokyo exhibition canceled

The Security, Safety and Fire Protection Equipment Exhibition scheduled by the U.S. Department of Commerce for the Tokyo Trade Center Mar. 23-28, has been canceled.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Holiday Inns of America has announced plans to build a 200-room hotel in Sindelfingen, a suburb of Stuttgart, **Germany.** The cost of the project, which is scheduled to be completed in the spring of 1971, is estimated at $2.2 million. The Memphis firm further reports that it plans to build additional hotels in Hamburg, Bremen, Munich, Basel and Zurich. . . . The J. C. Penney Co., fourth largest retail establishment in the United States, recently announced that it will open a chain of stores in **Italy,** concentrating on soft goods and home furnishings. . . . Beech Aircraft Corp. has entered into an agreement with Hawker Siddeley Aviation of the **United Kingdom** providing for the marketing of Siddeley's HS 125 executive jet in the United States. Under the agreement, the companies will also jointly design and manufacture a new executive jet at a later date. . . . **France's** National Statistical Institute estimates that business spending on plant and equipment will increase by around 19% in 1970 compared with 23% last year. "Very large" companies foresee a 40% rise this year, "small and medium-size" firms expect a 23% increase, and "large" companies predict a rise of less than 10%. . . . The National Lead Co., New York, reports that it will build a production plant in **Germany** for gelatinizing substances and settling agents for paints, fats, printing dyes and cosmetics. . . . Texas Instruments has announced plans to establish a second subsidiary in **Italy,** Texas Instruments Semiconduttori Italia. A plant requiring a $6.4 million investment will be built at Rieti in central Italy to manufacture semiconductors.

Japan records more gains

Real GNP advance of 13%, payments surplus of over $2 billion were estimated 1969 results

In December, Japan entered the fiftieth consecutive month of one of the strongest economic expansions in its history. Moreover, states the semi-annual Economic Trends Report from the U.S. Embassy in Tokyo, this remarkable advance has been accompanied by a tremendous improvement in Japan's balance of payments position. The final figures for 1969 will be impressive: an economic advance at an annual rate of about 18% in nominal terms (about 13% in real terms) with an overall balance of payments surplus in excess of $2 billion.

As long as the world economy continues more or less on its present course, there is every reason to expect continued high economic growth in Japan combined with increasing strength in Japan's international economic position.

The U.S. trade deficit with Japan in 1969 was probably far larger than in 1968, but recent developments in both countries point to a moderation of this trend in coming months. Japan's imports are now accelerating, and the United States has been participating fully in the rapid growth of Japan's import market in recent months. To be sure, part of this growth is due simply to a rise in import commodity prices. Nevertheless, Japan's imports of a wide range of consumer goods and capital equipment have leapfrogged in recent months, and this has been reflected in a surge of imports from the United States.

On the other side of the equation, growth of Japan's exports to the United States has slowed perceptibly since mid-year 1969. While the reasons for this are not entirely clear, the slowdown in growth can be partly attributed to Japanese restraints on steel exports and to an artificially high level of exports in the last half of 1968 in anticipation of the dock strike. Whether a slowing of the U.S. domestic economy is a factor remains to be seen.

All in all, present trends suggest a much smaller deterioration in the U.S. trade position with Japan next year. In any case, a rising level of imports will offer U.S. exporters an opportunity to improve markets in Japan.

Recent months have seen measures of some potential significance for trade liberalization. In October, the Cabinet decided to remove 55 items from the IQ (Import Quota) category by the end of 1971 and stated that the Government would make further efforts to lengthen the liberalization list. In addition, a large number of commodities were shifted from the "Automatic Import Quota" system to the less restrictive "Automatic Approval" system.

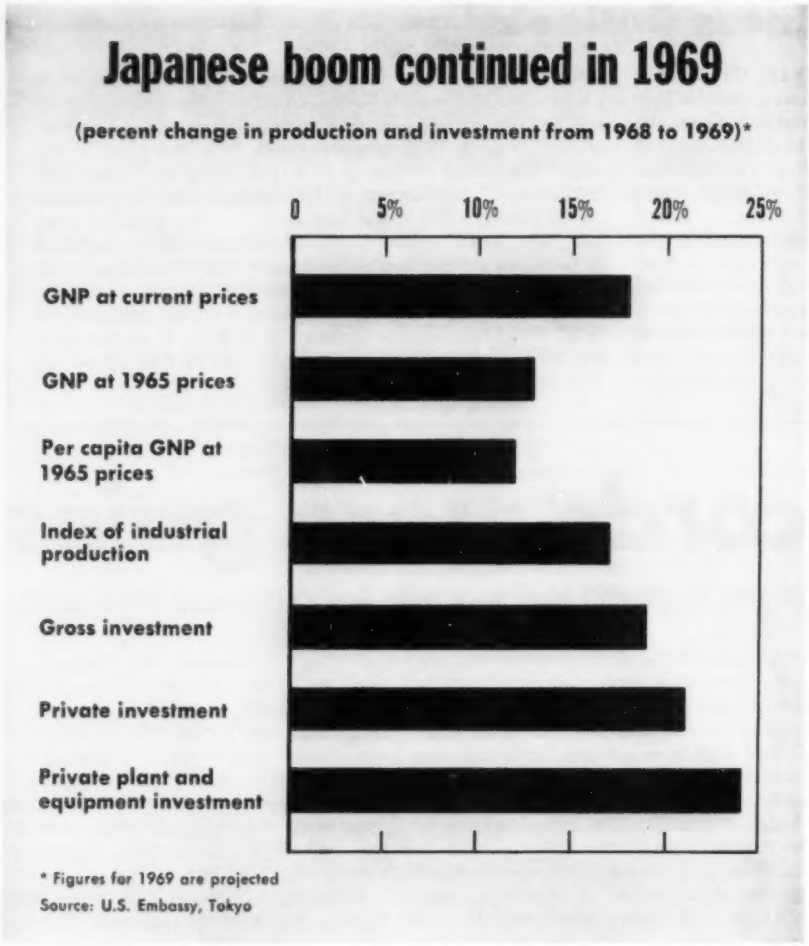
Following talks with U.S. representatives in October, the Japanese Government announced that it was prepared to improve the operation of the Import Deposit and Standard Method of Settlement systems and, subject to Diet approval, to reduce the tariff on soya beans to the final rate of the Kennedy Round concession on or about Apr. 1, 1970. Subsequently, the Government announced a standardization of the import deposit requirement at 1% (a reduction from 5% for many imports) and a liberalization of the form in which deposits must be made. It is understood that changes in the Standard Method of Settlement are presently being considered by government officials.

While these measures certainly do not constitute full liberalization, they should be recognized as progress toward the elimination of an extremely restrictive system that has developed over the past two and a half decades and has generated strong domestic business support for its continuation.

Japan's exceptional balance of payments experience over the past two years has stimulated a great deal of discussion of the need to liberalize Japanese investment abroad. The Ministry of Finance has taken

Balanced economy

The Japanese economic machine is running very strongly at a very rapid rate with little danger of overheating, despite some concern about wage and price pressures. The old problems associated with frequent, destabilizing investment and inventory cycles accompanied by balance of payments pressures appear to have been resolved. No doubt, new problems—possibly associated with wage and price pressures, structural problems, and demand management—are emerging, but for the time being Japan's economy is well-balanced.



the initial step of increasing the "automatic approval" limit on direct investment abroad—automatic, subject to a number of qualifications.

U.S. firms should take notice

This was a minor step but one which should serve as advance notice to U.S. producers and exporters that they should prepare to meet even stronger Japanese competition in third country markets as well as in Japan and at home. In particular, U.S. suppliers of agricultural commodities and raw materials should be aware that Japan's ability to finance the exploration and development of alternative supply sources has improved remarkably in the past two years. This development probably will continue. Accordingly, Japan's attitude toward investment abroad is changing and a significant expansion of such investment is now underway.

In spite of many cautious forecasts early in the year, economic growth through the first ten months of 1969 matched or slightly exceeded the previous year's booming pace. In recent months, a very rapid economic advance has been accompanied by accelerating increases in most price indices, including the important export price index. This undoubtedly played a part in the Government's decision in September to tighten monetary conditions somewhat. In spite of the steamy pace of domestic economic activity, the balance of payments remains in an extremely strong position—now the strongest in the world, in fact—lending support to the view that Japan's external accounts have moved into enduring surplus.

Virtually all economic and business indicators point to continued rapid expansion and, possibly, some overheating. Industrial production through September was more than 17% ahead of last year, and the rate of increase seems to be rising—production was up 19.2% in October. Recent surveys indicate that private plant and equipment investment will rise by 25-30% in the current fiscal year (ending Mar. 31, 1970), which suggests far more buoyant business expectations than were held earlier in the year. Moreover, leading forecasters now expect an undiminished rate of growth in business investment in the next fiscal year. In any case, new orders for machinery were up nearly 25% in the third quarter of calendar year 1969. Wholesale trade is booming, and department store sales are nearly 20% ahead of the 1968 level.

Price and wage pressures

Rising prices have attracted increasing attention and provided the main justification for the restrictive monetary action taken in early September. Consumer prices increased at a 5% rate on the average through June, but rose by more than 7% on a year-to-year basis in the July-September quarter. Much of the increase in recent months was attributable to seasonal food prices, however. The Government's decision to avoid the usual October increase in the rice price—usually a major contributor to price advances—should moderate consumer price pressures during the remainder of the year.

More disturbing to the authorities, the wholesale price stability of recent years is under pressure. Wholesale prices increased at a 1.3% annual rate during the first six months of 1969, but in the third quarter this rate jumped to over 3%. Export prices, which in 1968 were actually 3% below 1960 levels, rose by 3.2% during the first nine months of 1969.

The authorities regard these price advances as a potentially serious threat to a continuation of the excellent Japanese economic performance of recent years. Some observers argue that external factors, such as increases in world market prices, have been the main reason for domestic price increases. Since these factors are beyond Japan's control, it is argued, domestic restraint is not called for. Others, including government policy makers, feel that the recent price movements are symptoms of excess domestic demand, complicated by structural problems, particularly in the distribution sector. They point to a high level of investment demand, rapidly rising consumer expenditure, an expansionary public works budget and, most notably, very large wage increases, as causing aggregate demand and cost pressures on prices.

The regular wage settlement last spring reportedly implied a 17% increase on the average for this fiscal year. June and December bonuses, a very significant portion of total wage costs, were up 21% on the average. Contrasted to average productivity increases running recently at about 14 to 15%, this may represent a serious

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departure from past Japanese experience.

Domestic wage and price pressures, as well as a progressive tightening of foreign monetary conditions, prompted the Bank of Japan to raise the discount rate Sept. 1 and bank reserve requirements Sept. 5. These actions were represented as preventive, not restrictive, measures. It should be noted in this connection that the Bank has not yet reinstituted "window guidance" (quantitative restrictions on bank credit expansion), as in the case of the last tight money period. On the other hand, the Bank did raise reserve requirements, thus extending monetary restrictions to a wider range of institutions than are susceptible to "window guidance." Also, many bankers feel that present administrative guidance procedures are indistinguishable from formal loan restrictions.

The use of variation of reserve requirements as an instrument of counter-cyclical monetary policy has been rare in Japan, primarily because of structural reasons related to the net borrower position of the major commercial banks vis a vis the central bank. Its use in this instance is evidence of the Bank of Japan's disappointment with the effectiveness of quantitative controls in 1968 and represents a further development of the financial system.

The measures taken so far reflect a moderate tightening and should not cause anything more than a gradual slowing of the extremely rapid advance of recent months. The tightening does come during a period of strong balance of payments performance. To the extent it has any impact at all, it can only further strengthen Japan's external position.

The underlying money market forces in Japan and abroad that made a substantial yen-shift possible earlier this year appear to be moving toward equilibrium. Tight money conditions in Japan combined with no further increase or marginally lower interest rates abroad have reduced the scope for more yen-shift. Since interest rates in Japan probably will rise somewhat in the coming months, the yen-shift may have ceased altogether by the end of December.

However, the authorities still are pursuing policies aimed toward a more selective use of credits from abroad, partly in order to support monetary restraint at home and partly because of Japan's large balance of payments surplus last year. Such policies probably will remain unchanged at least through the first quarter of this year.

Japan's balance of payments is at its strongest in history. Reserves stood at nearly $3.5 billion at the end of November, compared to an average of less than $2 billion during the first eight years of the 1960's. The banking system has moved into substantial surplus of foreign assets over liabilities for the first time since consolidated records have been available.

During the first 10 months of 1969, Japan recorded a balance of payments surplus of $1.8 billion. This figure compares with a surplus of only $0.7 billion during the same period of 1968 and with one of $1.1 billion during all of 1968. As a result of a massive shift from foreign to domestic financing of imports, caused by low interest rates in Japanese relative to foreign capital markets, the bulk of this surplus has been reflected in an improvement in the external position of the commercial banking system. Official reserves had increased by only $585 million through November 1969.

Most observers of the tremendous improvement in Japan's external balance during the recent boom period feel that Japan is now in a more or less permanent surplus position. The Organization for Economic Cooperation and Development, in its annual review of the Japanese economy, recently concluded that ". . . The evidence seems rather strong that the improvement of the external position is largely of a more permanent character. . . . The prospects, therefore, are that Japan may remain an important surplus country for some time to come, though the size of the surplus may depend significantly on relative cyclical conditions at home and in the major foreign markets."

The overall outlook for the Japanese economy is quite optimistic. At this point, there is no reason to expect a sharp change in performance this year. Wage and price pressures are a potential threat to stable growth and continued export competitiveness. However, it should be noted that while the wholesale and export price increases now underway are exceptional for Japan, they are not out of line with inflationary trends abroad. Moreover if, as is now widely believed to be likely, Japan is not plagued in the future by recurrent balance of payments crises, the authorities will be able to concentrate more on domestic needs, such as structural changes and liberalization measures designed to reduce price pressures.

On the external side, the trade surplus, the primary factor in the balance of payments, probably reached a level of about $3.8 to $4.0 billion in 1969. Imports have begun to accelerate in recent months after a long period of unusually slow growth related in part to inventory adjustments and the effects of the U.S. dock strike. Nevertheless, the trade surplus will probably grow in 1970, but not as rapidly as in 1969.

Investment is reported

Fuji Iron and Steel Co. sources have confirmed press reports that Fuji has agreed to invest between $20-$30 million with the Island Creek Coal Co. (a subsidiary of Occidental Petroleum Corp.) for the development of coking coal deposits in West Virginia.

The coal would be shipped to the Shin Nippon Iron and Steel Co., which is to be established Mar. 31, 1970 by the merger of Yawata Iron and Steel Co. and Fuji, Japan's two largest steel producers. Shipment of 2 million tons annually is scheduled to start in 1972 or 1973.

THIS IS THE CONTROL CENTER of what the Japan Broadcasting Corporation calls the most advanced information and control system in the broadcasting industry. At the center of the picture and the system is an IBM 2250 Graphic Display Unit that gives managers access to information on some 1800 programs.

Niger, still reeling from 1968-69 drought, pins development hopes on oil exploration by U.S. firms

Three American companies are looking for petroleum; several others show some interest in uranium exploitation

A landlocked country with an agricultural economy heavily concentrated on peanut and livestock exports, Niger is still feeling the effects of the severe 1968-69 drought. The country's inherent difficulties have been compounded, states the annual Economic Trends Report from the U.S. Embassy in Niamey, by a disruption of the traditional Nigeria market, stagnating revenue resources, a continuing business recession, and the recent devaluation of the franc, which increased transportation costs, debt repayments and budget levels.

The U.S. business presence in Niger is miniscule. The International Bank for West Africa (BIAO) is 49% American owned; there are some Mobil and Texaco gas stations; some of the French import houses sell minimal amounts of U.S. air conditioners and machinery; and French "supermarkets" import small quantities of American foodstuffs.

U.S. is buying less

Niger's only exports to the United States, sheep and goatskins, have fallen from $150,000 in 1966 to $122,000 in 1968. Imports from the United States, mostly materials for AID programs, amounted to $2.97 million in 1968 (7.1% of total imports). However, bilateral U.S.-Niger AID projects were terminated in 1969 and the import level from the United States is falling as a result.

American exports to Niger are hindered by high tariffs and by quotas placed on imports from outside the franc zone. Niger adheres to the Yaounde Convention, which grants trade preferences to European Common Market goods. Nigerien consumers are used to French products and these local tastes were reinforced when devaluation of the French and CFA francs made imports from outside the franc zone even more expensive.

Barring a major oil discovery, U.S.-Niger trade will remain minimal. Niger's agricultural products are of no interest to U.S. buyers or are in competition with American products (i.e., soybean oil versus peanut oil). U.S. demand for Niger's sheep and goatskins has been declining. As for Niger's imports from the United States, the same restrictions and hindrances which have discouraged U.S. commerce in the past will continue to do so in the future.

The Nigerien economy is heavily concentrated in peanut exports. The landlocked country enjoys few natural resources, lacks energy sources, and has no industrial base to speak of. Peanuts, which made up 77% of Niger's exports in 1968, are grown on only 12% of the cultivated land with the vast majority of the remainder planted in millet and sorghum, traditional food crops.

The country's second most important export (10%), livestock, is left to nomadic herdsmen, who are unaware of modern livestock-raising techniques, often refuse to sell their animals because of the prestige which goes with large herds, and who smuggle many of their animals across the border for sale in Nigeria. However, the Northern Nigerian markets were largely disrupted by the Nigerian civil war.

These traditional economic bases were severely affected by the 1968-69 drought which left hunger in some parts of the country and drastically reduced the income of the Nigerien peasants.

At present, Niger's only significant mineral resource is uranium, which is expected to contribute about 10% to the current national budget or $4 million per year by 1974.

Niger's business recession continues. The national income has fallen by a reported $12 million, resulting in reduced internal trade (turnovers have dropped between 25%-55%) and a pile-up of unsold business stocks with a subsequent reduction in consumer imports.

France and the European Development Fund will remain Niger's main aid donors and will exercise considerable influence over whatever development takes place in Niger. However, these donors appear to be reducing their overall aid.

Small-scale industrialization supported by French and Lebanese investment is rising, but the Niger economy will derive little immediate benefit from it. The fixed costs of production for the products of these industries, as the cement produced at Malbaza, will continue to make them too expensive to export.

Benefits reduce income

The benefits granted by the Government of Niger to such companies as NITEX, the new textile plant, for the importation of raw materials will reduce government income from customs duties not only on the raw materials but also on the import of finished products which is restricted in order to ensure markets for the new industries. These small companies are not large employers, nor do they purchase sufficient quantities of local products to act as a stimulant on the nation's economy. Moreover, under Niger's liberal investment code the capital investment involved cannot be taxed for several years.

For the immediate future, Niger will remain dependent for its foreign exchange on the export of peanuts and livestock. The 1969-1970 peanut harvest will not be as large as originally predicted (current estimates are running at about 170,000 metric tons). However, if, as appears likely, a trend should develop toward higher prices paid for peanuts on the world market, Niger's revenues will benefit accordingly. As it will take an estimated 4-10 years to rebuild Niger's drought-ravaged animal herds to the pre-1968 level, a reduction in income from the export of livestock is to be expected.

Some mining interest

In the minerals field there have been slight indications that some U.S. firms may be interested in participating in the uranium deposits at Arlit, and Niger officials have commented that they would welcome funds from whatever source. In addition, an American company appears to be interested in looking for commercially exploitable quantities of minerals in Niger.

Of prime importance, however, there remains the possibility of a large oil discovery by one or more of the three U.S. firms, Continental, Texaco, or Global Energy, which were recently granted petroleum exploration permits by the Government of Niger.

XUM

IFC helped mobilize $368 million for private business projects in developing nations during '69

Commitments for year almost doubled '68 showing; involvement in innovations, new funds point to continuing expansion of role

The International Finance Corporation, of the World Bank Group, made 24 development investments in 16 countries during the twelve months ended Dec. 31. The IFC commitments helped mobilize approximately $368 million for private business enterprises to assist the economic growth of developing member countries.

The Corporation's commitments to the projects amounted to $88.2 million. This compares with IFC commitments of approximately $47.9 million in 17 projects during 1968.

IFC's commitments in calendar 1969 were in Argentina, Brazil, Colombia, Ecuador, El Salvador, Honduras, India, Iran, Korea, Malaysia, Pakistan, the Philippines, Thailand, Tunisia, Turkey and Yugoslavia.

IFC made its first commitment for economic development in Yugoslavia during the year, with a $2 million investment in the $12 million International Investment Corporation for Yugoslavia (IICY)—widening IFC's sphere of operations to 40 countries. IICY, to have operating headquarters in a West European financial center, is a pioneering type of investment company through which private businesses will invest in joint industrial, agricultural and tourism and other service ventures in Yugoslavia. IICY's sponsorship was exceptionally broad, including 54 European, Japanese, U.S. and Yugoslavian banks.

Another 1969 innovation for IFC was its association with a $39 million company in Tunisia designed to promote the country's tourism. European, Middle East and U.S. companies joined IFC and private Tunisian investors in sponsoring the new type of development institution, Compagnie Financiere et Touristique (COFITOUR), with headquarters in Tunis. Other IFC commitments in 1969 were in the fields of cement, ceramic tiles, development finance companies, fertilizers, printing and publishing, pulp and paper, steel, telecommunications, and textiles.

Fifteen of the year's 24 investments were for more than $1 million each. Seven of the 15 were in Asia and the Middle East, four in Latin America, three in Europe and one in Africa.

More than 50 foreign businesses, financial institutions and official agencies other than IFC provided $105 million in equity and loans to these 15 projects, to which IFC supplied approximately $85 million. The equivalent of $88 million was supplied by some 45 sponsors and individual investors within the countries being assisted. An additional $28 million came from cash generation and suppliers' credits.

The nine commitments of less than $1 million each accounted for about $2.8 million. They had total project costs amounting to $62 million, including $50 million in loans by the World Bank to development finance companies assisted by IFC equity capital.

One of the smaller investments was a $37,500 commitment to establish a pilot company in Honduras to prepare the groundwork for a pulp and paper company to cost an estimated $77 million if successfully completed. Four of the investments were in development finance companies in Colombia, Ecuador and Turkey, two were supplemental investments in a Colombian textile firm, one was a commitment to a new tourist and convention hotel in El Salvador, and one helped finance the second phase of a Malaysian steel firm IFC helped establish in 1967.

IFC continued during the year to revolve its funds for re-use by the sale of portions of its commitments to other investors. Total sales and participations for the year came to almost $35 million, revolving back to IFC an amount equal to approximately 40% of its 1969 commitments. These sales involved 32 IFC projects in 20 countries. During the year 50 financial institutions, other organizations and private investors participated in IFC's new commitments or made purchases from its portfolio of previous investments.

During the year, the World Bank agreed to lend an additional $100 million to IFC, making $200 million that the Bank has made available to the Corporation for its lending operations.

The Republic of China and Swaziland joined IFC in 1969, raising total membership in the Corporation at the end of the year to 92.

Spain lifts freeze on wages and prices

But Government can still revise contracts it considers excessive

On Jan. 1 the Government of Spain lifted the freeze on wages and prices that was initially imposed by the austerity program in November 1967 and modified in 1969 with the establishment of a 5.9% ceiling on wage increases.

In accordance with the recently issued decree-law, new wage contracts will be negotiated within the framework provided by the Spanish Syndical Organization. However, various criteria will be taken into consideration during the negotiation of any new contracts—such as productivity gains, the general economic situation, and the need for proportionally greater increase in lower salaries.

Additionally, the Council of Ministers retains the right to review and, if necessary, to require the modification of wage contracts which provide increases in wages and other direct compensation of more than 6.5% in one year or 8.0% in two years. The new decree-law also allows for the incorporation of cost of living escalator clauses in contracts of more than one year's duration.

Although the Government has dropped its effort to maintain direct controls over the prices of all goods and services, it has stated that it will maintain direct controls over the prices of those goods and services of major weight in the official cost of living index. The continuation of official subsidies for the importation of basic foodstuffs and other essential products is also indicated in the newly issued decree.

U.S. unit plans manager exchange with East Europe

Exploratory talks underway with groups in USSR, 5 other nations

The YMCA Center for International Management Studies (CIMS) has announced plans to establish a three-year program for the exchange of management teams between the United States and East European countries.

W. Michael Blumenthal, President of Bendix International and Chairman of the Committee on East-West Management Exchange of CIMS, stated that officials of CIMS and groups of U.S. business leaders have conducted a year of feasibility studies in East Europe, reaching exchange agreements with officials in Poland, Hungary, Romania, Bulgaria, Czechoslovakia, and the USSR. The exploratory talks will continue in April when a team of 12 Romanians is scheduled to arrive in the United States. Further plans call for an American group to travel to the Soviet Union and Bulgaria this spring and another U.S. team to visit Poland in June, and Polish and Hungarian groups to study here in May and September, respectively.

The teams from both sides will be comprised of senior managers. They will be exposed to the newest techniques and concepts of management in the countries they visit, with emphasis on electronic data processing and input-output economics.

CIMS was created by the YMCA in 1961 as part of its adult education program. Early in its history, CIMS, with the cooperation of the U.S. State Department, began making contacts in socialist countries. Successful exchanges already have been conducted with groups in Poland in 1965, Czechoslovakia in 1968-69, and Romania in 1969.

In addition to Blumenthal, who was the chief U.S. negotiator in the Kennedy Round of trade negotiations, the Committee on East-West Management Exchange includes Charles Campbell, Vice President, IBM World Trade Corp.; Joseph F. Condon, Vice President, Parsons & Whittemore, Inc.; James H. Giffen, Vice President, Satra Corp.; David L. Guyer, Vice President, Institute of International Education; Clifford B. O'Hara, Director of Port Commerce, Port of New York Authority; John C. O'Melia, Director, CIMS; Ara Oztemel, President, Satra Corp.; and T. Kirk Parrish, Senior Vice President, Warner-Lambert Consumer Products Group, Warner-Lambert Pharmaceutical Co.

Also, Tino Perutz, Managing Director, Omni Division, C. Tennant Sons & Co.; Dr. Abraham Siegel, Associate Dean, Sloan School of Management, Massachusetts Institute of Technology; Charles C. Smith, Senior Vice President, Bankers Trust Co.; Kenneth M. Spang, Vice President, International Banking Group, First National City Bank; Sidney E. Sweet, President, C. Tennant Sons & Co. and President, American Importers Association; John O. Teeter, Vice President, International Division, Chas. Pfizer & Co., Inc.; Alexander Trowbridge, President, American Management Association; and F. Perry Wilson, President, Union Carbide Corp.

World Bank, IDA loans aid development in Morocco, Thailand, Papua-New Guinea

The World Bank has approved a loan of $15 million to provide foreign exchange resources for a development finance company in Morocco and a $46.5 million loan for an electric power expansion program in Thailand. The Bank's affiliate, the International Development Association (IDA), is extending a $5 million credit for agricultural development in Papua and New Guinea.

Morocco's Banque Nationale pour le Developpement Economique (BNDE), a developpement finance company, is the largest institutional source of medium and long-term finance for industrial enterprises in Morocco. Since its establishment in 1959, BNDE's transactions have numbered nearly 600 and its financial assistance has totaled the equivalent of $165 million.

The Electricity Generating Authority of Thailand (EGAT) will use the $46.5 million loan to install a third unit (310-megawatt) at the South Bangkok Thermal Station and to construct a 250-megawatt hydroelectric power plant at the Sirikit Dam on the Nan River in northern Thailand, together with auxiliary works, and a 215-mile high-voltage transmission line from the Dam to Nakorn Sawan.

The projects being assisted by the IDA credit to Papua and New Guinea include the planting or replanting of 10,000 acres on existing coconut estates to maintain the chief export, copra; the development and stocking of 150,000 acres of private beef cattle ranches and improving government services to the beef cattle industry.

West Germany opens import quota for canned asparagus

The Federal Republic of Germany has opened an import quota for canned asparagus spears from a number of countries including the United States, according to the Bundesanzeiger No. 235 of Dec. 18, 1969. Applications for licenses are now being accepted and can be submitted until Apr. 23, 1970. Licenses will be issued only to applicants who have received licenses under the previous quota issued in August 1969 (see INTERNATIONAL COMMERCE of Sept. 1, 1969, page 26). Applications for licenses by each individual applicant must not exceed the total value of licenses granted to him under the previous referenced quota. Import licenses issued will be valid until Apr. 30, 1970.

Import licenses granted under the two previous 1969 quotas for canned asparagus spears will also be valid through April 30. Validity of licenses issued already with shorter terms may be prolonged to that date upon application.

With the new quota and extension of license validity under previous quotas, German authorities continue their relatively liberal handling of asparagus imports from third countries under the quota-licensing system.

Guatemala water project gets $15 million from IDB

The Inter-American Development Bank has approved a loan equivalent to $15.5 million to help Guatemala expand and improve the potable water supply system of Guatemala City.

The project is the first of a two-stage program designed to cover the capital city's water needs up to 1987. The Ministry of Communications and Public Works will carry out the project, whose total cost is estimated at almost $24 million.

The major portion of the project consists of the construction of the Xayá-Pixcayá aqueduct, a supply system which will include a diversion dam, a desilting plant, covered canals, metal siphons, two major and ten minor tunnels, and 69 transition boxes. Other works call for the construction of a purification plant and access roads, and the expansion and improvement of the city's distribution and storage system.

Some $60,000 of the loan will be devoted to technical assistance services to help organize an effective municipal water supply company.

Up to $75,000 of the loan will also be used to carry out a feasibility study of the second stage of the city's long-range water program.

XUM

Iran industry guide available to firms

U.S. companies interested in selling or investing in Iran may wish to consult the publication, "Industrial Guide to Iran", prepared by the Iranian Ministry of Economy. This 180 page publication covers such areas as the history of industrial development in Iran, pertinent investment laws, regulations and policies, sources of industrial financing and objectives of the Fourth Development Plan (1968-1973).

Write: The Director, Investment Promotion Section, Research Center for Industrial & Trade Development, Ministry of Economy, Tehran, Iran. **P-70393.**

German firm interested in diversified products

A large German manufacturer of heating equipment and special industry machinery seeks to diversify its product range through licensing agreements with U.S. firms. The German company wants to make machinery for the manufacture of disposable crates and boxes; conveyor systems; sheet metal gluing machinery; manure removal apparatus for use in livestock breeding; and recreational equipment.

Write: Frank'sche Eisenwerke AG, 6340 Dillenburg, Postfach 260, Germany. WTD. **P-70396.**

Firm seeks to produce sealing, caulking compounds

Stewart, Foot & Co. Ltd. seeks a license or similar agreement to make sealing and caulking compounds for the New Zealand market. It is also interested in expanding its present product line. Currently, the firm produces janitors' supplies.

Write: Stewart, Foot & Co. Ltd., 44 Gavin St., (P.O. Box 11-049) Auckland 5, New Zealand. WTD. **P-70392.**

Heat equipment production goal of Peruvian company

Licenses to manufacture all kinds of tubular heating elements in copper and steel tubing, immersion type liquid heaters, domestic and industrial electric range elements and deep fat fryers are sought by a Peruvian firm.

Currently, the Lima concern assembles kitchen appliances, heaters and boilers and represents foreign manufacturers of a broad range of complementary products.

Write: J. Gerber, Aplicacion de la Industria (APIN) S.A., Av. Venezuelz 2005, P.O. Box 4617, Lima, Peru. WTD. **P-70400.**

Belgian company desires to manufacture blinds

A Belgian company seeks a license to make large venetian blinds of polyvinyl chloride and fiberglass or plain synthetic fiber for offices, hospitals and homes. The firm produces draperies, trimmings, braid and lace. It is also a wholesaler of material for heavy draperies. The company sells its products directly to stores and contractors engaged in new building projects.

Write: Victor Bernard, Deputy Consul General, Industrial Section, Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020. **P-70391.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Australian manufacturer wants licenses, know-how for packaged sewage plants

An Australian firm established in 1968, engaged in producing and installing sewage and waste water equipment seeks a license and the technical know-how to make package-type sewage plants. The company plans to produce the plants in complete or partially assembled form in its facility located in a Brisbane suburb. According to the firm, it has received an increasing number of inquiries for specialized types of sewage and water equipment which is currently unavailable in Australia.

Write: Pettigrew Engineering Co. Pty. Ltd., 35 Cavendish Road, Coorparoo, Brisbane, Queensland 4151 or P.O. Box 194, Coorparoo, Brisbane, Queensland 4151, Australia. WTD. **P-70389.**

Candy company will expand with U.S. collaboration

A candy manufacturer seeks collaboration with a U.S. nationally known chocolate and candy producer in a joint venture to reorganize and expand its present production facilities to include new chocolate and candy varieties.

Its sales are approximately $425,000 annually by Cyprus standards. Its ownership and management are experienced and highly respected in the island's business circles. Its managing director is a U.S. trained chemical engineer.

The firm enjoys a 25% share of the local chocolate and candy market but hopes to increase this share at the expense of imported quality chocolates and candies and to expand its sales to neighboring Middle East and North African countries.

Write: Basil Demetriou, Managing Director, Philippos Demetriou & Sons Ltd., 56A Gladstone St., P.O.B. 99, Limassol, Cyprus. WTD. **P-70395.**

Licenses, know-how for sinter powders sought

A Swiss firm seeks licenses and technical know-how to manufacture sinter powders for metal coating applications. Established as a joint venture by five Swiss firms in the metallurgy field, the firm is particularly interested in newly developed processes and products.

Write: Hans Gramiger, IG Pulvertechnik, 9602 Bazenheid, Switzerland. WTD. **P-70394.**

UN projects set record

Development Program approves 109 new proposals valued at $250 million

By JOHN L. MALONE
Trade Opportunities Staff, BDSA

The Governing Council of the United Nations Development Program (UNDP) has approved 109 new major pre-investment projects and supplementary financing for 16 others, affecting 94 developing countries and territories. This is the highest number of large-scale projects (125) added to the program at any one session.

The estimated total cost of the projects approved at this session is about $250 million. Of this amount the UNDP will contribute about $95.9 million. The remainder—approximately $155 million—will come from the recipient governments.

Thirty-seven of the new projects are directed to the African region, thirty for Asia and the Far East, twenty-two for the Americas, ten for the Middle East and seven for Europe. Three others are for interregional undertakings and one project is classified as global. This latter project is concerned with the vital areas of better food production and will help to intensify research and training in the development of high lysine maize. This is the first project of this type to be implemented by the UNDP itself and will be carried out through a non-United Nations agency, the International Maize and Wheat Improvement Center (CIMMYT). The Food and Agriculture Organization (FAO) is providing advisory assistance. CIMMYT is located in Mexico.

BRAZIL WILL ESTABLISH a National Center for Vocational Training with almost $5.4 million received from the UNDP. This skilled workman is employed by a carbon black plant in the Arutu Industrial Center at Salvador.

Thirty-eight of the new projects are devoted to surveys and feasibility studies, with the emphasis being laid on mineral and geological exploration, better use of land and water resources and the improvement of transport and communications; thirty-three will establish or strengthen applied research centers for agriculture and industry paying particular attention to forestry, veterinary and fishery services, and to the technological needs for manufacturing enterprises, mining industries, and power utilities; thirty-eight will help establish or expand permanent national institutions to raise the standards of technical and advanced educational training; and one will set up an economic planning institute.

In implementing these projects, the executing agencies acting on behalf of the UNDP will make field expenditures of about $46.5 million for individual expert assignments, $7.2 million for fellowship awards for specialized training of key personnel, $16.6 million for the purchase of project equipment unobtainable in the recipient country, $12.6 million for contractual services and miscellaneous project expenditures of $3.1 million.

Projects involving contracts are marked with an asterisk and those involving equipment purchases of over $50,000 with the # sign.

Summaries providing pertinent background data for each project listed herein are available to U.S. firms upon request from: J. L. Malone, International Liaison and Trade Opportunities (ILTO) Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

In requesting summaries for these projects inquirers should include the project number, country and title of the project desired, for example: DP/SF/R.9/Add. 111—Regional (Guinea and Mali)—Flood forecasting and warning system on the Niger River Basin. Please include preaddressed mailing label in requests.

The following are the projects, listed by number, country, title, responsible executing agency and estimated total cost.

DP/SF/R.9/Add. 1—AFGHANISTAN: **Highway maintenance program:** World Bank.* $2,730,000.

DP/SF/R.9/Add. 2—AFGHANISTAN: **Telecommunications training centre, Kabul (Phase II):** International Telecommunications Union (ITU). $1,648,200.

DP/SF/R.9/Add. 3—AFGHANISTAN: **Agricultural and Cottage Industries Bank:** World Bank.* $606,500.

DP/SF/R.9/Add. 4—ALGERIA: **Supplementary assistance to the National School for Telecommunication Studies:** ITU. $2,271,000.

DP/SF/R.9/Add. 5—No recommendation will be issued under this symbol.

DP/SF/R.9/Add. 6—ALGERIA: **Accelerated training of agricultural technicians** (Phase II): Food and Agriculture Organization of the U.N. (FAO).# $8,204,000.

DP/SF/R.9/Add. 7—ARGENTINA: **Supplementary assistance in groundwater research** in the Northwest: UN. $514,200.

DP/SF/R.9/Add. 8—ARGENTINA: **Improved soil fertility and management** in the Pampa Region: FAO.# $3,434,900.

DP/SF/R.9/Add. 9—ARGENTINA. **Mineral Exploration** in the Northwest Region: UN.#* $5,880,800.

DP/SF/R.9/Add. 10—BOLIVIA: **Supplementary assistance to the Center for Petroleum Development,** La Paz: UN.# $616,100.

DP/SF/R.9/Add. 11—BOLIVIA: **Development and improvement of the** Meterological and Hydrological Services: WMO.# $1,279,300.

DP/SF/R.9/Add. 12—BOLIVIA: **Survey of the Mutun iron ore and manganese deposits:** UN.* $482,100.

DP/SF/R.9/Add. 13—BRAZIL: **National Centre for Vocational Training:** International Labor Organization (ILO). $5,389,800.

DP/SF/R.9/Add. 14—BRAZIL: **Industrial Development Center, Feira de Santana:** UN's Industrial Development Organization (UNIDO).# $1,561,900.

DP/SF/R.9/Add. 15—BURMA: **Computation Center, Institute of Economics,** Rangoon: UNESCO. $1,508,100.

DP/SF/R.9/Add. 16—BURUNDI: **Fishery survey and development project:** FAO.# $754,100.

DP/SF/R.9/Add. 17—CAMBODIA: **Industrial management and productivity:** ILO. $826,400.

DP/SF/R.9/Add. 18—CAMBODIA: **Water supply for Sihanoukville:** World Health Organization (WHO).*# $1,059,300.

DP/SF/R.9/Add. 19—CAMEROON: **Federal Higher School of Agriculture,** Yaounde: FAO.# $4,007,700.

DP/SF/R.9/Add. 20—CAMEROON: **Pilot program in maintenance and repair:** UNIDO.# $404,600.

XUM

DP/SF/R.9/Add. 21—CENTRAL AFRICAN REPUBLIC: **In-service training of agricultural extension workers:** FAO.# $798,600.

DP/SF/R.9/Add. 22—CEYLON: **National vocational training scheme:** ILO.# $1,215,200.

DP/SF/R.9/Add. 23—CEYLON: **Agricultural diversification of tea and rubber growing areas:** FAO.# $2,413,400.

DP/SF/R.9/Add. 24—CHINA (TAIWAN): **The preparation of a consolidated community development program:** UN. $847,000.

DP/SF/R.9/Add. 25—COLOMBIA: **Development of the Choco Valley: Phase I—surveying and mapping:** UN.# $743,000.

DP/SF/R.9/Add. 26—COLOMBIA: **The training of secondary school teachers and educational specialists** (University of Antioquia and the National Pedagogical University): UNESCO.# $3,351,900.

DP/SF/R.9/Add. 27—CONGO (KINSHASA): **Central services for maintenance and repair of industrial equipment:** UNIDO. $246,300.

DP/SF/R.9/Add. 28—CUBA: **Faculty of Science, University of Havana:** UNESCO. $4,942,200.

DP/SF/R.9/Add. 29—CZECHOSLOVAKIA: **Federal Research and Development Center for Environmental Pollution Control:** WHO.# $10,942,800.

DP/SF/R.9/Add. 30—ECUADOR: **Planning zonal programs of modernization of rural life in the Andes** (Phase I): ILO.# $2,409,700.

DP/SF/R.9/Add. 31—GABON: **Mineral exploration** in east Gabon: UN.*# $973,700.

DP/SF/R.9/Add. 32—No recommendation will be issued under this symbol.

DP/SF/R.9/Add. 33—GUATEMALA: **Integrated economic and social development of the Central Western Highlands through** initial emphasis of **improved agricultural production:** FAO.# $3,052,500.

DP/SF/R.9/Add. 34—GUINEA: **Preliminary investigation of Mount Nimba iron-ore deposits:** UN.*# $1,342,000.

DP/SF/R.9/Add. 35—GUINEA: **Rice cultivation** (Phase II): FAO.*# $2,006,500.

DP/SF/R.9/Add. 36—GUYANA: **Training methodology:** ILO. $77,400.

DP/SF/R.9/Add. 37—INDIA: **Post-graduate education of engineers:** UNESCO.# $7,443,900.

DP/SF/R.9/Add. 38—INDONESIA: **Institute of Hydraulic Engineering:** UN.# $3,010,600.

DP/SF/R.9/Add. 39—IRAN: **Telecommunications Training Center, Tehran:** ITU.# $3,310,200.

DP/SF/R.9/Add. 40—IRAN: **Pre-investment survey of sewerage needs and facilities in Tehran:** WHO.* $1,673,000.

DP/SF/R.9/Add. 41—IRAN: **Institute for Agricultural Marketing Development,** Tehran: FAO. $2,562,100.

DP/SF/R.9/Add. 42—IRAQ: **Educational Research Center,** University of Baghdad: UNESCO. $948,200.

DP/SF/R.9/Add. 43—IRAQ: **National Institute of Management Services and Development** in Baghdad: ILO. $3,690,200.

DP/SF/R.9/Add. 44—ISRAEL: **Research and training in environmental control for growth of high value crops.** FAO.# $1,417,300.

DP/SF/R.9/Add. 45—IVORY COAST: **Transport survey** (Phase II): World Bank. $1,105,500.

DP/SF/R.9/Add. 46—IVORY COAST: **Water supply and sewerage for Abidjan:** WHO.* $1,033,100.

DP/SF/R.9/Add. 47—JAMAICA: **Development and management of water resources:** FAO.*# $2,188,800.

DP/SF/R.9/Add. 48—JORDAN: **Jordan Housing Corporation:** UN.# $2,942,400.

DP/SF/R.9/Add. 49—JORDAN: **Tobacco development project:** FAO.# $792,200.

DP/SF/R.9/Add. 50—JORDAN: **Phosphate exploration and beneficiation studies:** UN.*# $1,397,000.

DP/SF/R.9/Add. 51—KENYA: **Industrial Survey and Promotion Center, Nairobi:** UNIDO. $649,200.

DP/SF/R.9/Add. 52—KENYA: **Research on tick-borne cattle diseases and tick control:** FAO. $749,200.

DP/SF/R.9/Add. 53—KUWAIT: **Shuwaikh Industrial Training Center:** ILO.# $3,637,500.

DP/SF/R.9/Add. 54—LESOTHO: **Development of a pilot agricultural scheme in the Leribe area:** FAO.# $1,972,900.

DP/SF/R.9/Add. 55—LIBERIA: **Rice cultivation:** FAO.*# $1,730,100.

DP/SF/R.9/Add. 56—MALAGASY REPUBLIC: **Supplementary assistance to the National Institute of Telecommunications and Posts,** Antanetibe: ITU.# $832,800.

DP/SF/R.9/Add. 57—MALAGASY REPUBLIC: **Research on control of the migratory locust:** FAO.*# $974,800.

DP/SF/R.9/Add. 58—MALAYSIA: **National Institute for Scientific and Industrial Research,** Kuala Lumpur: UNIDO.# $725,300.

DP/SF/R.9/Add. 59—MALAYSIA: **Department of Statistics:** UN. $5,163,700.

DP/SF/R.9/Add. 60—MALI: **Supplementary assistance to the Secondary School Teacher Training Institute,** Bamako: UNESCO. $2,566,800.

DP/SF/R.9/Add. 61—MALI: **Supplementary Assistance to the Agricultural Instructors and Extension Workers Training Program:** ILO.# $953,800.

DP/SF/R.9/Add. 62—MALI: **Investigation of the Selingue Dam site on the Sankarani River:** UN.* $686,000.

DP/SF/R.9/Add. 63—MEXICO: **Soil Dynamics Laboratory of the National University of Mexico:** UNESCO.# $2,574,300.

DP/SF/R.9/Add. 64—MEXICO: **Air Navigation and air traffic services:** ICAO. $636,100.

DP/SF/R.9/Add. 65—MONGOLIA: **Applied Research and Experimental Centre for the Leather and Leather Goods Industry,** Ulan Bator: UNIDO.# $2,743,500.

DP/SF/R.9/Add. 66—MOROCCO: **Supplementary assistance to the National Leather and Textile Institute,** Fez: ILO. $477,500.

DP/SF/R.9/Add. 67—MOROCCO. **Feasibility study for a fish protein concentrate plant:** UNIDO.* $354,500.

DP/SF/R.9/Add. 68—NEPAL: **Development of water supply and sewerage,** Greater Kathmandu and Bhaktpur: WHO.* $914,400.

DP/SF/R.9/Add. 69—NEPAL: **Increased use of high-yielding crop varieties and fertilizers,** Central Nepal: FAO.# $1,786,400.

DP/SF/R.9/Add. 70—NETHERLANDS (SURINAM): **Public water supplies and sewerage:** WHO.# $1,313,900.

DP/SF/R.9/Add. 71—NICARAGUA: **Pre-investment study for regional development of the Rio Escondido River Basin:** FAO.*# $911,500.

DP/SF/R.9/Add. 72—NIGERIA: **Supplementary assistance to the Savanna Forestry Research Station, Shika:** FAO. $1,257,600.

DP/SF/R.9/Add. 73—NIGERIA: **Abraka College of Education:** UNESCO.# $3,532,200.

DP/SF/R.9/Add. 74—NIGERIA: **Plant quarantine station,** Ibadan: FAO.# $1,442,100.

DP/SF/R.9/Add. 75—PAKISTAN: **Supplementary assistance to the University of Islamabad:** UNESCO.# $6,467,900.

DP/SF/R.9/Add. 76—PAKISTAN: **Supplementary assistance to the East Pakistan Water and Power Development Authority:** World Bank.* $872,400.

DP/SF/R.9/Add. 77—PERU: **Higher**

PAKISTAN WILL GET UNDP AID in supplementing the efforts of the Water and Power Development Authority in the country's eastern wing. Below is a spillway at the already completed Mangla Dam.

IRAN WILL USE UNDP HELP to found an Institute for Agricultural Marketing Development in Tehran. Above, an Iranian shepherd takes his flock to market the old-fashioned way.

School of Public Administration, Lima: UN. $2,279,300.

DP/SF/R.9/Add. 78—PHILIPPINES: **Improvement of irrigation facilities through groundwater development:** FAO.*# $3,051,-200.

DP/SF/R.9/Add. 79—PHILIPPINES: **Deep-sea fishing development project** (Phase II): FAO. $1,021,600.

DP/SF/R.9/Add. 80—ROMANIA: **Supplementary assistance for the establishment and operation of pilot irrigation stations in the Danube Plain:** FAO.*# $2,696,200.

DP/SF/R.9/Add. 81—ROMANIA: **Assistance in water pollution control** at the Institute of Hydro-Technical Research: WHO.# $1,116,800.

DP/SF/R.9/Add. 82—SENEGAL: **National Center for Co-ordination and Planning of Scientific and Technolcgical Research:** UNESCO. $661,700.

DP/SF/R.9/Add. 83—SENEGAL: **National Society for Industrial Studies and Promotion** (SONEPI): UNIDO. $953,300.

DP/SF/R.9/Add. 84—SIERRA LEONE: **Supplementary assistance for the integrated development of the agricultural sector:** FAO. $140,400.

DP/SF/R.9/Add. 85—SINGAPORE: **National Productivity Center:** ILO. $2,375,300.

DP/SF/R.9/Add. 86—SOMALIA: **Survey of northern rangelands:** FAO.* $259,200.

DP/SF/R.9/Add. 87—SOMALIA: **Institute of Public Administration,** Mogadiscio (Phase II): UN. $1,581,800.

DP/SF/R.9/Add. 88—SPAIN: **Electrical Industry Testing and Experimentation Center:** UNIDO.*# $4,627,500.

DP/SF/R.9/Add. 89—SUDAN: **Industrial Research Institute,** Khartoum (Phase II): UNIDO.# $2,419,600.

DP/SF/R.9/Add. 90—SUDAN: **Strengthening the Topographical Survey Division:** UN.# $3,653,200.

DP/SF/R.9/Add. 91—SYRIAN ARAB REPUBLIC: **Establishment of the Bureau of Industrial Project Evaluation and Feasibility Studies:** UNIDO.*# $921,500.

DP/SF/R.9/Add. 92—THAILAND: **Rubber development project** (Phase II): FAO.# $3,856,100.

DP/SF/R.9/Add. 93—THAILAND: **National Institute for Promotion of Teaching Science and Technology:** UNESCO.# $2,-814,800.

DP/SF/R.9/Add. 94—THAILAND: **Thai Industrial Standards Institute:** UNIDO. $769,100.

DP/SF/R.9/Add. 95—TUNISIA: **Improvement of irrigation and drainage techniques:** FAO.# $3,080,300.

DP/SF/R.9/Add. 96—TUNISIA: **Fishery survey and development projects:** FAO.# $1,961,600.

DP/SF/R.9/Add. 97—TURKEY: **Supplementary assistance to the Sheep and Goat Diseases Laboratory,** Pendik: FAO. $238,-900.

DP/SF/R.9/Add. 98—TURKEY: **Supplementary assistance to the Telecommunications Training Center,** Ankara: ITU. $1,-045,700.

DP/SF/R.9/Add. 99—TURKEY: **Karadeniz Technical University,** Trabzon: UNESCO.# $2,126,900.

DP/SF/R.9/Add. 100—TURKEY: **Marine fishery development project:** FAO.# $600,400.

DP/SF/R.9/Add. 101—UNITED ARAB REPUBLIC: **Integrated development and settlement of new lands irrigated by the High Dam waters:** UN.# $1,905,700.

DP/SF/R.9/Add. 102—UNITED ARAB REPUBLIC: **Assistance in the study of problems of coastal erosion:** UNESCO.# $2,095,600.

DP/SF/R.9/Add. 103—URUGUAY: **Public service training:** UN. $1,205,200.

DP/SF/R.9/Add. 104 — URUGUAY: **Economic feasibility and organization of the Olimar River Irrigation System:** FAO.*# $1,468,600.

DP/SF/R.9/Add. 105—YEMEN ARAB REPUBLIC: **Highlands farm development:** FAO.# $662,100.

DP/SF/R.9/Add. 106—YUGOSLAVIA: **Center for Industrial Organization and Development:** UNIDO.* $2,357,100.

DP/SF/R.9/Add. 107—ZAMBIA: **Business Studies Department, Evelyn Hone College.** ILO. $904,500.

DP/SF/R.9/Add. 108—REGIONAL (GAMBIA & SENEGAL): **Hydrological and topographical studies of** the Gambia River Basin: UN. *# $604,400.

DP/SF/R.9/Add. 109—REGIONAL (IVORY COAST, MALI, MAURITANIA, NIGER, SENEGAL, TOGO & UPPER VOLTA): **Regional Training Center for Post Inspectors,** Abidjan: Universal Postal Union (UPU). $595,800.

DP/SF/R.9/Add. 110—REGIONAL (KENYA, TANZANIA & UGANDA): **The East African Flying School:** International Civil Aviation Organization (ICAO).*# $5,-820,000.

DP/SF/R.9/Add. 111—REGIONAL (GUINEA & MALI): **Flood forecasting and warning system on the Niger River Basin:** World Meteorological Organization (WMO).*# $490,000.

DP/SF/R.9/Add. 112—REGIONAL (GUINEA, MALI, MAURITANIA & SENEGAL): **Documentation Center for the Senegal Basin Development Program:** FAO.*# $308,000.

DP/SF/R.9/Add. 113—REGIONAL (BRAZIL & URUGUAY): **Supplementary assistance to the development of the Merim Lagoon Basin:** FAO.* $566,100.

DP/SF/R.9/Add. 114—REGIONAL (COSTA RICA, EL SALVADOR, GUATEMALA, HONDURAS, MEXICO, NICARAGUA & PANAMA): **Supplementary assistance for operational research on the eradication of the Mediterranean fruit fly in Central America:** International Atomic Energy Agency (IAEA). $326,900.

DP/SF/R.9/Add. 115—REGIONAL (BOLIVIA, BRAZIL, ECUADOR & PERU): **VHF extended range regional project:** ICAO.* $2,517,400.

DP/SF/R.9/Add. 116—REGIONAL (CHINA, KOREA, PHILIPPINES & THAILAND): **Regional Postal Training School,** Bangkok: UPU. $1,147,900.

DP/SF/R.9/Add. 117—REGIONAL (INDONESIA, LAOS, MALAYSIA, PHILIPPINES, SINGAPORE, THAILAND & VIET-NAM): **South East Asia Transport Survey: Asian Development Bank** (ADB):* $1,293,300.

DP/SF/R.9/Add. 118—REGIONAL (BULGARIA, GREECE, ROMANIA, TURKEY & YUGOSLAVIA): **Survey of the seiscicity of the Balkan region:** UNESCO.*# $2,918,800.

DP/SF/R.9/Add. 119—No recommendation will be issued under this symbol.

DP/SF/R.9/Add. 120—REGIONAL (SOUTH PACIFIC: BRITISH SOLOMON ISLANDS, COOK ISLANDS, FIJI, GILBERT & ELLICE ISLANDS, KINGDOM OF TONGA, NEW HEBRIDES, NIUE/TOKELAU ISLANDS & WESTERN SAMOA): **Secondary School Curriculum Development Unit,** University of the South Pacific: UNESCO.# $3,439,200.

DP/SF/R.9/Add. 121—INTER-REGIONAL (ALGERIA, GREECE, ISRAEL, JORDAN, LEBANON, SPAIN & TURKEY): **Center for the Improvement and Demonstration of Olive Production Techniques:** FAO.# $2,108,100.

DP/SF/R.9/Add. 122—INTER-REGIONAL (ARGENTINA, BULGARIA, COSTA RICA, CZECHOSLOVAKIA, ECUADOR, IRAN, IRAQ, MAURITIUS, MEXICO, POLAND, SINGAPORE, SOMALIA, TURKEY, UGANDA, UNITED ARAB REPUBLIC, URUGUAY & VENEZUELA): **Advanced industrial training for the electrical and electronic industries:** UNIDO. $413,000.

DP/SF/R.9/Add. 123—INTER-REGIONAL (BOLIVIA, CYPRUS, INDONESIA, IRAN, IRAQ, SUDAN, TURKEY & UNITED ARAB REPUBLIC): **Higher training for textile industries:** UNIDO. $521,600.

DP/SF/R.9/Add. 124—GLOBAL (COLOMBIA, EL SALVADOR, GUATEMALA, MEXICO & VENEZUELA): **Research and training in the development of high lysine maize:** FAO.# $1,653,200.

DP/SF/R.9/Add. 125—ARGENTINA: **Development of the Northwest Region:** UN.* $1,037,500.

DP/SF/R.9/Add. 126—CAMEROON. **Regional African Center for Labor Administration,** Yaounde: ILO. $553,800.

DP/SF/R.9/Add. 127—PAKISTAN: **Agricultural extension training centers in East Pakistan:** FAO.# $3,921,500.

DP/SF/R.9/Add. 128—No recommendation will be issued under this symbol.

DP/SF/R.9/Add. 129—SINGAPORE: **Singapore Polytechnic:** UNESCO.# $7,120,-600.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

203 Canning, preserving foods

20330—GERMANY—Canned fruits, vegetables, fruit juices, citrus concentrates, tomato sauces, pulp. A. N. Shapiro, Standard Commission & Trading Office (agent), 79 Marbachweg, 6000 Frankfurt/Main. WTD 5/69.

207 Confectionery

20710 — GUATEMALA—Confectionery, related products: bar goods, 5 & 10 cent specialties, bulk goods, penny goods. Arno Hopp (agent), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 12/69.

20730—GUATEMALA—Chewing gum. Arno Hopp (agent), Pasaje Fenix, 8a Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 12/69.

221 Broad woven fabric mills, cotton

22111—MALAWI—Mosquito netting, cotton or nylon, white or colored, oval mesh; made-up nets, or unmade-up material lengths. Harun's Trade Agencies (agent) P.O. Box 5521, Limbe. WTD in preparation.

22117 — MALAWI — Cotton, broad woven, especially offcuts and "seconds"; any quantity; all colors, qualities. Harun's Trade Agencies (agent) P.O. Box 5521, Limbe. WTD in preparation.

228 Yarn, thread mills, products

22821—NEW ZEALAND—Thrown filament yarns for weaving and machine knitting all kinds with exception of bulked or textured yarns; must be 150 denier or less. Exclusive agency. T. W. Ballan & Co. (agent), Ballan House, 57 Upper Queen St., P.O. Box 6447, Auckland. WTD 12/69.

229 Textile goods

22940—SPAIN—Textile wastes, including cuttings, clippings of new, used textiles. Francisco Perez Castello (agent), Jacinto Ruiz, 11, Alcoy, Alicante. WTD 1/70.

232 Men's, youths', boys' furnishings, work clothing

23230—JAMAICA—Men's neckties, bow ties. Lavelanet, Logan & Co. (agent), 99 Harbour St., Kingston. WTD 7/69.

238 Miscellaneous apparel, accessories

23890 — JAMAICA — Men's cummerbunds. Lavelanet, Logan & Co. (agent), 99 Harbour St., Kingston. WTD 7/69.

254 Partitions, shelving, lockers, office, store fixtures

25420—SWITZERLAND—Partitions, corrugated, solid fiberboard, mobile privacy walls, new products. Skarne System AG (importer, agent, consulting engineers-civil), Brauerstrasse 60, 8004 Zurich. WTD 12/69.

264 Converted paper, paperboard products

26440 — NEW ZEALAND — Average to above-average quality wallpapers, including self-adhesives. Exclusive agency. T. W. Ballan & Co. (agent), Ballan House, 57 Upper Queen St., P.O. Box 6447, Auckland 1. WTD 12/69.

265 Paperboard containers, boxes

26530—SWITZERLAND—Partitions, corrugated, solid fiberboard, mobile privacy walls, new products. Skarne System AG (importer, agent, consulting engineers-civil), Brauerstrasse 60, 8004 Zurich. WTD 12/69.

281 Industrial chemicals

28180—GUATEMALA—Industrial inorganic and organic chemicals. SIGMA Quimica (agent), 12 Calle 5-34, Zona 1, Guatemala City. WTD 5/69.

289 Chemical products

28990 — SWITZERLAND — Chemicals for surface metal treatment. A. Reymond & Cie. S.A., Attn: Arnold Reymond (distributor, agent). Rue d'Aarberg 115, 2500 Bienne. WTD 12/69.

28993 — AUSTRIA — Corrosion preventive compounds. Johannes Weihs G.m.b.H. (importer, agent), Hofmuehlgasse 21/8, A-1060 Vienna. WTD 1/70.

307 Plastic products

30795—AUSTRIA—Plastics pipes and fit-

tings for sewage plants, industrial waste water systems etc. Johannes Weihs G.m.b.H. (importer, agent), Hofmuehlgasse 21/8, A-1060 Vienna. WTD 1/70.

321 Flat glass

32114—SWITZERLAND—Translucent wall systems, opalescent flat glass, skylight glass, new structural glass products. Skarne Systems AG (importer, agent, consulting engineers-civil), Brauerstrasse 60, 8004 Zurich. WTD 12/69.

342 Cutlery, hand tools, general hardware

34230—SOUTH AFRICA—Hand and edge tools, hardware; motor vehicles, marine, furniture, builders', other hardware. Armstrong Hand (Pty.) Ltd. (distributor), 10-12 Argyle St., P.O. Box 720, East London, Cape Province. WTD 11/69.

344 Fabricated structural metal products

34433—GUATEMALA—Steel power boilers, 50/500 H.P. capacity, diesel and bunker oil operated. SIGMA Quimica (agent), 12 Calle 5-34, Zona 1, Guatemala City. WTD 5/69.

348 Fabricated wire products

34819—SWEDEN—Gas welding rods. AB Svetsteknik (importer, distributor, agent), Frorensaregatan 4, S-421 31 Vastra Frolunda. WTD 12/69.

353 Materials handling machinery, equipment

35362—THAILAND—Container cranes for port facilities. Requests catalogs, brochures, c.i.f. Bangkok prices. Trailer Transport Ltd. Partnership (importer, contractor), 148 Soonthorn-Kosa Road, Opp. Customs Dept., Klongtoey, Bangkok. WTD 4/69.

354 Metalworking tools

35410—NETHERLANDS—Machine tools. Sales territory: Common Market, South America, South Asia. Spliethoff Beeuwkes & Co. N.V. (Att. Mr. L. Venema, Asst. Mgr.) (importer, distributor, exporter), 133 Vierhavenstraat, Rotterdam-W. WTD 1/70.

35483—SWEDEN—Gas welding equipment such as nozzles, cutters. AB Svetsteknik (importer, distributor, agent), Frorensaregatan 4, S-421 31 Vastra Frolunda. WTD 12/69.

35484 — SOUTH AFRICA — Automotive maintenance equipment. Armstrong Hand (Pty.) Ltd. (distributor), 10-12 Argyle St., P.O. Box 720, East London, Cape Province. WTD 11/69.

355 Special industry machinery

35593—AUSTRIA—All kinds of plastics-working machinery. Johannes Weihs G.m.b.H. (importer, agent), Hofmuehlgasse 21/8, A-1060 Vienna. WTD 1/70.

35595 — NETHERLANDS — Advanced, sophisticated cryogenic equipment for industrial use. Exclusive agency for Benelux area. A. de Jong T.H. N.V. (Att. Mr. G. G. van Dam) (importer, distributor), 130 Industrieweg, Rotterdam-8. WTD 1/70.

356 General industrial machinery

35610 — ENGLAND — Pumping equipment. H. R. Holfeld (Belfast) Ltd. (importer, agent, assembler), 85 North Queen St., Belfast, BT15 1EL, Northern Ireland. WTD in preparation.

35661—NETHERLANDS—Bearings. Sales territory: Common Market, South America, South Asia. Spliethoff Beeuwkes & Co. N.V. (Attn. Mr. L. Venema, Asst. Mgr.) (importer, distributor, exporter), 133 Vierhavenstraat, Rotterdam-W. WTD 1/70.

35690—ENGLAND—Filter plant. H. R. Holfeld (Belfast) Ltd. (importer, agent, assembler), 85 North Queen St., Belfast, BT15 1EL, Northern Ireland. WTD in preparation.

357 Office, computing, accounting machines

35730—GERMANY—Digital data gathering systems, data processing equipment; peripherial equipment for a/m systems; off-line stations for commercial data processing. Requests price quotations c.i.f. European ports. Dynatec Datenverarbeitungs- Elektrotechnik Vertriebs GmbH. (importer, agent), 4 Duesseldorf-Oberkassel, Hansa-Allee 159. WTD 12/69.

35790—AUSTRIA—Novelties in office equipment, supplies of various kinds, no large machinery. Reflex Grosshandel, Dr. Ing. Otto Wertheimer (importer, distributor, agent), Johann Wolf-Strasse 4, A-5020 Salzburg. WTD 1/69.

358 Service industry machines

35851—AUSTRIA—Air humidifiers for offices, various capacities, with motor for 220 Volt AC. Reflex Grosshandel, Dr. Ing. Otto Wertheimer, (importer, distributor, agent), Johann Wolf-Strasse 4, A-5020 Salzburg. WTD 1/69.

35860—IRAN—High-pressure pumps for oil pipeline pump stations. Specifications and quantities are to be determined through direct correspondence. "Europe" Klaus Firouzgar & Co. (agent), 182 Iranshahr Ave., P.O. Box 11/1249, Tehran. WTD 8/69.

35890—ENGLAND—Sewage treatment plant of all types. H. R. Holfeld (Belfast) Ltd. (importer, agent, assembler), 85 North Queen St., Belfast, BT15 1EL, Northern Ireland. WTD in preparation.

35892—SWITZERLAND—Floor scrubbing, waxing, polishing, other similar floor cleaning machines and equipment for industrial, commercial application. Henkel & Cie. AG; Attn. Mr. Burki (distributor, agent), Hardstrasse 55, 4133 Pratteln. WTD 12/69.

359 Machinery

35990—NETHERLANDS—Technical novelties. Sales territory: Common Market, South America, South Asia. Spliethoff Beeuwkes & Co. N.V. (Attn. Mr. L. Venema, Asst. Mgr.) (importer, distributor, exporter), 133 Vierhavenstraat, Rotterdam-W. WTD 1/70.

361 Electric transmission, distribution equipment

36112—NETHERLANDS—Electronic measuring, testing equipment. Sales territory: Common Market, South America, South Asia. Spliethoff Beeuwkes & Co. N.V. (Attn. Mr. L. Venema, Asst. Mgr.) (importer, distributor, exporter), 133 Vierhavenstraat, Rotterdam-W. WTD 1/70.

362 Electrical industrial apparatus

36233—SWEDEN—Spot welders. AB Svetsteknik (importer, distributor, agent), Frorensaregatan 4, S-421 31 Vastra Frolunda. WTD 12/69.

363 Household appliances

36393—SWITZERLAND—Floor cleaning, waxing and polishing, as well as similar floor maintenance equipment for household use. Henkel & Cie. AG; Attn: Mr. Burki (distributor, agent), Hardstrasse 55, 4133 Pratteln. WTD 12/69.

367 Electronic components, accessories

36792—GERMANY—Polycarbonate capacitors for industrial use. Industrial Electronics GmbH (importer, agent), 14 Klueberstr., 6000 Frankfurt/Main. WTD 6/69.

36795—GUATEMALA—Electronic components and accessories, N.E.C. Arno Hopp (agent), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 12/69.

36795 — NETHERLANDS — Advanced, sophisticated cryogenic equipment for laboratory use. Exclusive agency for Benelux area. A. de Jong T.H. N.V. (Att. Mr. G. G. van Dam) (importer, distributor), 130 Industrieweg, Rotterdam-8. WTD 1/70.

36795—STOCKHOLM—Electronic components for professional equipment in military, civilian applications. Svenska Telekonbolaget AB (importer, agent), 328 Box, S-123 03 Farsta. WTD 7/69.

369 Electrical machinery, equipment, supplies

36940—SOUTH AFRICA—Electrical equipment for internal combustion engines. Armstrong Hand (Pty.) Ltd. (distributor), 10-12 Argyle St., P.O. Box 720, East London, Cape Province. WTD 11/69.

371 Motor vehicles, equipment

37141 — SOUTH AFRICA — Automotive parts, accessories. Armstrong Hand (Pty.) Ltd. (distributor), 10-12 Argyle St., P.O. Box 720, East London, Cape Province. WTD 11/69.

381 Engineering, laboratory, scientific, research instruments

38112—GUATEMALA—Laboratory instruments and equipment of all types for scientific research work; interested in high-quality high-precision instruments. Arno Hopp (agent), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 12/69.

38112—GUATEMALA—Laboratory instruments and equipment of all types for scientific research work; interested in high-quality high-precision instruments. SIGMA Quimica (agent), 12 Calle 5-34, Zona 1, Guatemala City. WTD 5/69.

38112 — NETHERLANDS — Advanced, sophisticated cryogenic equipment for laboratory use. Exclusive agency for Benelux area. A. de Jong T. H. N.V. (Att. Mr. G. G. van Dam) (importer, distributor), 130 Industrieweg, Rotterdam-8. WTD 1/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38213—SWEDEN—Measuring devices, fault-seeking devices, etc. for application in industrial uses. Maskin AB Ego Holm (importer, agent), 4 Pokalvagen, S-100 71 Stockholm. WTD 1/70.

38216—NETHERLANDS—Ultrasonic, other stress relieving equipment, except annealing. Sales territory: Common Market, South America, South Asia. Spliethoff Beeuwkes & Co. N.V. (Attn. Mr. L. Venema, Asst. Mgr.) (im-

porter, distributor, exporter), 133 Vierhavenstraat, Rotterdam-W. WTD 1/70.

384 Surgical, medical instruments

38410 — NETHERLANDS — Advanced, sophisticated cryogenic equipment medical applications. Exclusive agency for Benelux area. A. de Jong T. H. N.V. (Att. Mr. G. G. van Dam) (importer, distributor), 130 Industrieweg, Rotterdam-8. WTD 1/70.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01136—SPAIN—Dry beans, dry peas, other pulses, especially kidney beans, chick-peas, lentils. Cordobesa de Importacion y Exportacion, S.A. (importer, distributor), Marques de Guadalcazar, 3, Cordoba. WTD 1/70.

121 Bituminous coal

● **12100—KOREA**—500 metric tons lump coal, high volatile bituminous bulk for blast furnace for delivery to Chang Hang not later than Mar. 30. Invitation No. KFX-0001-N; bid deadline Feb. 20. Office of Supply, Government of the Republic of Korea, Seoul. Terms and specifications available, Department of Commerce, Petroleum and Coal Division, BDSA, Washington, D.C., 20230 ★(202-967-2421).

203 Canning, preserving foods

20332 — ISRAEL — Beans, Haricot white Great Northern, No. 1 and No. 2 in bags of 100 lbs. net. Offers required f.o.b. Pacific Port. Direct purchase and exclusive agency. Z. Arison (importer, distributor, (wholesale), agent), 3 Ha'atzmauth Rd., P.O. Box 1276, Haifa. WTD 11/69.

221 Broad woven fabric mills, cotton

22110 — NETHERLANDS — Cotton baby blankets. Direct purchase and agency. N. Quint (importer, distributor), 27-29 Kromstraat, Delft. WTD 1/70.

22114—ISRAEL—Denim cotton yarn fabric, blue, for manufacture of jeans, any width—but preferably over 36 inches. Initial order for 20,000 yards for immediate delivery. Potential annual consumption up to 300,000 yards. Direct purchase. Korean-Canadian Importing Ltd. (importer, distributor), 3 Ha'aliya St., P.O. Box 2375, Tel Aviv. WTD in preparation.

228 Yarn, thread mills, products

22842—ISRAEL—Embroidery thread of artificial silk for machine- and hand-work on garments and lingerie. Direct purchase and exclusive agency. A. Birnbaum (importer, agent, workshop for bedclothes, embroidery), 11 Jaffa-Tel Aviv Rd., Tel Aviv. WTD in preparation.

229 Textile goods

22920—ISRAEL—Laces, all kinds to be used for bed-sheets, pillows. Direct purchase and exclusive agency. A. Birnbaum (importer, agent, workshop for bed-clothes), 11 Jaffa-Tel Aviv Rd., Tel Aviv. WTD in preparation.

22940—KOREA—Waste, textile, woven or thread, 100% wool; lighter colors preferred. G.I. winter uniform, serge, OD color, turned in for salvage considered excellent. Monthly consumption estimated at 100,000 pounds. Direct purchase. Korean-Canadian Importing Ltd. (importer, manufacturer), 739-17 Hannam-dong, Yongsan-ku, Seoul. WTD in preparation.

22940—SPAIN—Rags, new and used, cotton and other fibers, for cleaning machinery, etc. Direct purchase. Murua Lavaderos Industriales (importer, manufacturer), Apartado Postal 117, Vitoria, Alava. WTD 11/69.

235 Hats, caps, millinery

23521—SOUTH AFRICA—Unisex wide-brimmed hats, safari type, made of straw or felt. Direct purchase. The London Milliners (Pty.) Ltd. (distributor, manufacturer), 86 Barrack St., P.O. Box 3519, Cape Town, Cape Province. WTD 12/68.

241 Logging camps, logging contractors

24110—SPAIN—Timber in logs. Direct purchase. Mr. German Ferreiro Arias (importer, distributor), Paseo de la Ciudadela, 13, Valencia (4). WTD 11/69.

242 Sawmills, planing mills

24212—SOUTH AFRICA—Oregon pine: sawn lumber; selected and bettered; standard grade; all free of knots, pin holes. Direct purchase and sole franchise for Republic of South Africa, South West Africa. Requests c.i.f. South African port prices including 5% commission. Mill Agents S.A. (Pty.) Ltd. (agent), 121 Boston House, Strand St., Reply to: P.O. Box 3161, Cape Town, Cape Province. WTD in preparation.

251 Household furniture

25116—NETHERLANDS—Safety gates for infants, wood. Direct purchase and agency. N. Quint (importer, distributor), 27-29 Kromstraat, Delft. WTD 1/70.

25144—NETHERLANDS—Safety gates for infants, metal. Direct purchase and agency. N. Quint (importer, distributor), 27-29 Kromstraat, Delft. WTD 1/70.

281 Industrial chemicals

● **28100—KOREA**—Lead oxide 3 metric tons, unbearing gold and silver, 99.8% purity; Fe., below, 005%; insoluble in acetic acid, 003%, to be packed in multiwall paper sacks with vinyl cover, 25 kgs. each; caustic soda 98% plus (solid) 68 M.T., packed in new metal drums containing 200-300 kgs., net in standard export packing. 3 metric tons each potassium amyl xanthate (C_5H_{11} OCSSK) Z-6 yellowish gray powder; potassium hexyl xanthate (C_6H_{13} OCSSK) Z-10 yellow powder; a standard high grade pine oil of uniform consistency (steam distilled); and Aerofloat #31 ($(CH_3C_6H_4$ OS) phosphorus pentasulfide in cresylic acid. packed in new metal drums containing 50-120 kgs. net per drum in standard export packing. Sulfur, technical grade powder, purity, 90% and up 200 mesh, 5 M.T., packed in multiwall paper sacks with vinyl cover 25 kgs. net each. Sodium nitrate ($NaNO_3$) 13 M.T., technical grade granular or powder, purity 98% and up, packed in multiwall paper sacks with vinyl cover 25-30 kgs. net each. Calcium chloride 72% purity, solid form, 9 M.T. packed in new drums containing 200-300 kgs. net each. Nitric acid, chlorine and sulfur-free, purity 67.5% and up 3 M.T., packed in plastic barrels less than 25-30 kgs. net each. The earliest possible delivery is desired. However, delivery is required so as to arrive not later than Mar. 30. Unit and total price must be quoted in U.S. dollars or FAS, C&F and CIF basis separately. Tender #KFX-0001-N; bid deadline Feb. 20. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3465). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

282 Synthetic materials

28210—SWITZERLAND—Plastic materials in form of sheets or granules as presently used for manufacture of plastic skiboots. Direct purchase. Schurch & Co. Attn: Mr. Schurch (manufacturer, agent), Avenue du Premier-Mars, 2000 Neuchatel. WTD in preparation.

28213—KOREA—Plastics materials and synthetic resins, synthetic rubber, synthetic, other man-made fibers, except glass, as specified below: Polystyrene resins; the size of grains should be bigger than that of general use; specific gravity of 0.13 through 0.15; annual consumption estimated at 30 metric tons or more. Direct purchase. Korea Export Packaging Center (importer, export packaging), I.P.O. Box 2325, Seoul. WTD in preparation.

28220—MALAWI—Synthetic foam rubber for processing into mattresses, seating, etc. Quantities: 3, 6, 12 tons, unmade up. Direct purchase. Robray Ltd., Attn: R. A. Mahomed (manufacturer), P.O. Box 5521, Limbe. WTD in preparation.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28423—AUSTRIA—Specialty cleaner for spectacle lenses. Direct purchase and agency. A. Schmied K.G. (importer, distributor, manufacturer, agent), Ellbognerstr. 24, A-4020 Linz/Donau. WTD 1/69.

287 Agricultural chemicals

28710—SPAIN—Fertilizers, all classes. Direct purchase. Cordobesa de Importacion y Exportacion, S.A. (importer, distributor), Marques de Guadalcazar, 3, Cordoba. WTD 1/70.

295 Paving, roofing materials

29523—FRANCE—Asphalt shingles. Also interested in licensing rights for manufacture of such material. Direct purchase and agency. SOPREMA et Usines Alsaciennes d'Emulsions Reunies (distributor, manufacturer), 80, Rue de la Plaine des Bouchers, 67 Strasbourg. WTD 1/70.

306 Fabricated rubber products

30695—SOUTH AFRICA—Molded rubber automotive parts such as valve stem oil seals; rear bearing seals; engine, transmission oil seals. Direct purchase. Payen Components South Africa Ltd. (importer, distributor), Bur-

man Rd., Deal Party Estate, P.O. Box 9005, Port Elizabeth, Cape Province. WTD 11/69.

30698—AUSTRIA—Rubber toys for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

307 Plastic products

30797 — AUSTRIA — Plastic dinnerware, tableware, kitchenware for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

30798—AUSTRIA—Consumer plastic products, gadget items, advertising items, for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

317 Handbags, other personal leather goods

31720 — AUSTRIA — Spectacle cases of leather, metal, plastics materials. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (imdistributor, manufacturer, agent), Ellbognerstr. 24, A-4020 Linz/Donau. WTD 1/69.

322 Glass, glassware

32291—AUSTRIA—Novelty glassware for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

327 Concrete, gypsum, plaster

32700—ISRAEL—Supply of concrete building material for use on rubber-made inflatable forms for on-site constructions, preferably with following characteristics: light-weight, fast-hardening, thermic hydraulic and acoustic insulation properties, structural strength in compression: minimum 1,500 p.s.i. Direct purchase and exclusive agency. Domecrete Ltd. (importer, agent, designer of structural buildings), 34 Hazvi Blvd., Haifa. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32913—GERMANY—Grinding belts, abrasive paper, similar abrasive products. Direct purchase. Baerhausen & Co. (importer, distributor), 3 Am alten Berg, 6421 Rimlos bei Lauterbach. WTD 1/70.

331 Steel mill products

33127 — SWITZERLAND — Stainless steel, coils, sheets, cold reduced, all finishes, all chrome, nickel alloy steel qualities. Direct purchase. Feinstahl AG (importer, distributor, agent), Utoquai 37, P.O. Box 826, 8022 Zurich. WTD 12/69.

33176 — SWITZERLAND—Conical, seamless stainless steel tubes, suitable for manufacture of ski poles. Direct purchase. Toedi-Sport; Attn: Hans Fischli (distributor, manufacturer), Rathausgasse, 8750 Glarus. WTD 1/70.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—PAKISTAN**—Supply of copper-covered steel wire. Bid deadline Mar. 24; Tender No. Pur. 4-19/69/747. Contact M.N.A. Kirmani, Divisional Engineer (Purchase) T & T Directorate General Block No. 12, Rm. No. 3, Frere Road, Karachi 1, Pakistan. Copies of tender available on a loan basis from the Copper Division, BDSA, Washington, D.C. 20230 ★(212-967-3883).

33526—SWITZERLAND—Conical, seamless aluminum or other alloy tubes, suitable for manufacture of ski poles. Direct purchase. Toedi-Sport; Attn: Hans Fischli (distributor, manufacturer), Rathausgasse, 8750 Glarus. WTD 1/70.

342 Cutlery, general hardware

34211—AUSTRIA—Novel cutlery items for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

34293—AUSTRIA—Vacuum and insulated bottles, jugs, pitchers, picnic chests, coolers, etc., for sale in department, chain stores. Direct purchase. Fritz-Fritz Commerce G.m.b.H. (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

343 Heating apparatus, plumbing fixtures

34336—FRANCE—Garbage incinerators. Direct purchase. Laurent Bouillet (importer, distributor, manufacturer), 9 rue du Marquis de Coriolis, 92-Rueil Malmaison. WTD in preparation.

349 Fabricated metal products

34940—GERMANY—Hydraulic oil control

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-4181, Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220, Ext. 2151.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 553-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1100 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

XUM

valves and servovalves. Requests price quotations c.i.f. Hamburg, Bremen or Rotterdam. Direct purchase and agency. Langen & Co. (importer, distributor, manufacturer), 4 Duesseldorf, Klosterstrasse 49. WTD 12/69.

351 Engines, turbines

● **35100—VIETNAM**—Supply 2 each 33 mw Thermal Power Plants. Tender No. 5111/NSDA 869 and Addendum No. 1; bid deadline Mar. 31. Saigon Power Co., 72 Hai Ba Trung, Saigon, Vietnam. Intent to submit tender must reach S.P.C. on or before Feb. 16. One copy of specifications available for reference only from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

353 Construction, mining, materials handling machinery, equipment

35313—SPAIN—Parts and attachments for tractors-tracklaying, contractors off-highway. Direct purchase. Bafer (Juan Jimenez Cobo) (importer, distributor), Virgen del Puig, 1, Madrid (17). WTD 10/69.

35319—SPAIN—Parts and attachments for construction machinery, equipment, sold separately. Direct purchase. Bafer (Juan Jimenez Cobo) (importer, distributor), Virgen del Puig, 1, Madrid (17). WTD 10/69.

354 Metalworking machinery

35482—GERMANY—Electric grinding tools. Direct purchase. Baerhausen & Co. (importer, distributor), 3 Am alten Berg, 6421 Rimlos bei Lauterbach. WTD 1/70.

35483—IRAN—Welding and cutting apparatus (portable). Quantities and specifications are to be determined through direct correspondence. Afzar Keshwar, S.A. (importer, distributor, retailer), Avenue Sepah, Passage Bastan, Opposite Museum, Tehran. WTD 12/69.

355 Special industry machinery

35513 — AUSTRALIA — Meat packaging, processing equipment. I.M.T. Agencies Import-Export-Procurement (importer), Yorkshire House, 428 Queen St., Brisbane, 4000, G.P.O. Box 553, Brisbane, Queensland 4001.

35595—SPAIN—Petroleum refinery machinery, equipment, including parts. Premaberg Iberica, S.A. (importer, distributor), Paseo de la Castellana, 1, Madrid (1). WTD 12/69.

356 General industrial machinery

35611—AUSTRALIA—High pressure pumps (to 20,000 psi), to operate completely submersed in salt water; maximum lift of 20 ft. with delivery at same level as pump. E.S.N. Electronics, Attn. E. S. Neil, Dir. (importer, distributor, agent), 53 Paterson St., Campbelltown, N.S.W. 2560. WTD 6/69.

359 Machinery

35992—GERMANY—Hydraulic oil control cylinders. Price quotations c.i.f. Hamburg, Bremen or Rotterdam. Direct purchase and agency. Langen & Co. (importer, distributor, manufacturer), 4 Duesseldorf, Klosterstrasse 49. WTD 12/69.

361 Electric transmission, distribution equipment

● **36100—NEW ZEALAND**—Supply 2 each 30 Mva, 110/33 KV, 3 phase transformers. Tender No. 540; bid deadline Mar. 10. Secretary, Tenders Committee, New Zealand Electricity Department, P.O. Box 12144, Wellington North, New Zealand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 ★(415-556-5868).

363 Household appliances

36343—AUSTRIA—Small electric household appliances (220 V) for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

366 Communication equipment

36620—ISRAEL—Missile-borne navigation and guidance systems and equipment (aircraft control systems, electronic; air traffic control systems and equipment, electronic; antenna, radar and communications; microwave communications equipment). Direct purchase and exclusive agency. Vectronics Ltd. (importer, distributor, agent), 34 Bograshov St., Tel Aviv. WTD in preparation.

36623—SOUTH AFRICA—Closed circuit television cameras, monitors, component parts—220 V., AC, 50 cycle. Direct purchase and sole franchise. Siman & Co. (Pty.) Ltd. (importer, distributor), 423 CTC Bldgs., Plein St., P.O. Box 176, Cape Town, Cape Province. WTD in preparation.

36625—ISRAEL—Electronic search and detection apparatus (six complete units) for detecting foreign objects in empty LPG cylinders located on propane gas filling plant conveyors; inspection to be carried out without removing cylinders, valves. For immediate delivery. N. Intrater & Assoc., Consultants & Trustees Ltd. (importer, consulting engineers), 22 Bloch St., P.O. Box 21016, Tel Aviv. WTD 10/68.

367 Electronic components, accessories

36790 — ISRAEL — Electronic components and accessories (capacitors, resistors, transistors, semicondensers, transducers, related measuring devices) for military and general industries. Direct purchase and exclusive agency. Vetronics Ltd. (importer, agent), 34 Bograshov St., Tel Aviv. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200 — INDIA** — Supply of 10 toxic meters and explosive meters for measurement of toxic substances and detection of combustible gas and vapors in air. Tender No. P/224/43/180/12.11.69/PL; bid deadline Feb. 27. Invited by the Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi, India. Tender documents available at $1.00 each from the Indian Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. Ref: D/ENQ/9.

● **INDIA**—Supply of 10 portable inflammable gas detectors with complete line of indicator, alarm and recording instruments for detection of combustible gas in gas stations. Tender No. P/224/43/153/8.10.69/PL; bid deadline Feb. 24. Invited by the Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi, India. Tender documents available at $1.50 each from the Indian Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C. 20008. Ref: D/ENQ/6.

383 Optical instruments, lenses

38311—ISRAEL—Mass spectrometers for research purposes. Direct purchase and exclusive agency. Agentex Ltd. (importer, distributor, agent), 3 Bograshov St., Tel Aviv. WTD 10/69.

38311—ISRAEL—Lenses, blanks/unfinished, SPH, CILY for optical industry. Direct purchase and exclusive agency. OPTALOR-Israel Optical Industry (importer, manufacturer, agent), 39 Bezalel St., P.O. Box 122, Ramat-Gan. WTD in preparation.

384 Surgical, medical, dental instruments

38410—SPAIN—Surgical and medical instruments, apparatus. Hijos de D. Queralto (importer, distributor, retailer), Fuencarral, 39, Madrid (4). WTD 12/69.

38420—SPAIN—Surgical appliances, supplies. Hijos de D. Queralto (importer, distributor, retailer), Fuencarral, 39, Madrid (4). WTD 12/69.

394 Toys, amusement, sporting goods

39410—AUSTRIA—Games and toys for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

39410—NETHERLANDS—Baby toys, especially rattles, carriage rattles, suction and vinyl toys. Direct purchase and agency. N. Quint (importer, distributor), 27-29 Kromstraat, Delft. WTD 1/70.

39420—AUSTRIA—Dolls and stuffed toy animals for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

395 Pens, pencils, office, artists' materials

39510—AUSTRIA—Pens, mechanical pens, desk pen sets, suitable as advertising items and for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

396 Costume jewelry, novelties, buttons, notions

39610—AUSTRIA—Costume novelties for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter), Bennoplatz 2, A-1080 Vienna. WTD 12/69.

399 Manufacturing industries

39999—AUSTRIA—Tobacco pipes, cigar and cigarette holders, cigar and cigarette lighters suitable as advertising items or for sale in department, chain stores. Fritz-Fritz Commerce GmbH (importer, distributor, agent, exporter). Bennoplatz 2, A-1080 Vienna. WTD 12/69.

TV equipment deadline extended

The Secretary, Central Tender Board, Hong Kong, has extended the bid deadline on Tender No. A-10056 from February 13 to February 27, 1970. (See INTERNATIONAL COMMERCE Dec. 29, 1969, p. 48, and *Commerce Business Daily* Dec. 22, 1969, p. 5.)

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Country Market Digests: Best Prospects for U.S. Exports to the Central American Common Market. IMIS 69-29. 9pp. 10 cents.

Best U.S. Sales Prospects in the Congo. IMIS 69-31. 10pp. 10 cents.

Exhibitor's Export Market Guide *(for shows at U.S. Trade Centers):* Paris—Analytical Instrumentation, Sept. 22-26. IMIS 69-97. 4pp. 10 cents.

World Markets for U.S. Exports. Food Processing and Packaging Industry in Germany. IMIS 69-131. 7pp. 10 cents.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

U.S. Foreign Trade by Quarters: July-Sept. 1967—July-Sept. 1969. OBR 69-59. 22 pp. Contains 17 tables, covering such information as exports and imports by economic categories; by commodity categories; by source and destination, and end-use of imports

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***The International Who's Who, 1969-70* (33rd ed.). Europa Publications, London. 1,657pp. $27.**

This thirty-third edition of international biographical information lists world personalities. Included are personages in international affairs, government, administration, diplomacy, science, law, business, education, religion, literature, finance, medicine, music and art. More than a thousand new names are added. All information has been updated, and some of the bibliographies have been expanded.

Write: Europa Publications, Ltd., 18 Bedford Square, London WC1, England.

***Index to Foreign Production and Commercial Reports: November 1969.* U.S. Dept. of Commerce, 34 pp. Free.**

This monthly index lists commodity, industry and market reports received by the Department of Commerce during the preceding four weeks. These reports are prepared by U.S. Government representatives abroad. Additionally, the index contains a listing of Foreign Market Surveys published during the period under coverage. These surveys are prepared on a contract basis by private foreign research firms for the Department of Commerce.

Write: Commercial Intelligence Division (BIC-924), U.S. Dept. of Commerce, Washington, D.C. 20230.

***The Capital Market, International Capital Movements, Restrictions on Capital Operations in Germany.* Organization for Economic Cooperation and Development, Paris. 43pp.**

This is the first of a series of studies being carried out by the OECD's Committee for Invisible Transactions as part of its work on the improvement of capital markets. They will complement the general report and annexes published on capital markets in 1967 and 1968. They are linked to the review, carried out every two years by the Committee for Invisible Transactions, of the operations by OECD Member countries of the Code on Liberalization of Capital Movements.

In their analysis of the working of capital markets on both the domestic and international planes, these studies will indicate the role of each OECD Member country as exporter or importer of capital and describe the purposes of controls over capital movements where they exist.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006 (202 298-8755).

***Modern Applied Salesmanship.* By Allan L. Reid, Goodyear Publishing Co., Pacific Palisades, Calif. 463pp. $10.**

The author presents a globally-oriented sales approach by use of goal-setting and management-oriented principles. He presents 35 case studies concerning world-famous companies such as Singer, Shell, Coca-Cola, Fuller Brush, Rolls Royce, Volkswagen, etc.

The book places emphasis on self-management—proper attitudes toward work, personal goal-setting, planning, and diligent working of the plan. It stresses a modern international marketing approach to customer-oriented problem solving.

Write: Goodyear Publishing Company, Inc., 11515 Sunset Blvd., Pacific Palisades, Calif. 90272.

***Washington Agencies That Help to Finance Foreign Trade.* Published by Bankers Trust Co., New York. 25pp. Free.**

The 25-page booklet describes the capabilities of the eight Washington agencies that assist businessmen in expanding international commerce and stimulating economic development.

The booklet, first produced in 1958, covers the work of the Export-Import Bank, the Agency for International Development, the Commodity Credit Corporation, the World Bank, the International Development Association, the International Finance Corporation, the International Monetary Fund and the Inter-American Development Bank. It also features the foreign trade activities of the United States Department of Commerce.

It outlines policies of the agencies with regard to purpose, types of loans, who can borrow, where the money must be spent, guarantees and insurance the agencies will assume, private participation in agency loans, whether private capital must be sought first and whether shipments must be made in United States vessels.

Write: Edwin H. Curtiss, Assistant Vice President, Bankers Trust Co., International Banking Dept., 280 Park Ave., New York, N.Y. 10017.

***East-West Trade and the Technology Gap: A Political and Economic Appraisal.* Edited by Stanislaw Wasowski. Praeger, New York. 226pp. $12.50.**

This study of "bridge-building" between Eastern and Western Europe emphasizes the important role of trade in making advanced technology available to Eastern Europe. It describes in detail the development of computer technology in the West, the Soviet Union, and Eastern Europe; they also discuss Eastern Europe's dependence on the West for advanced technical knowledge.

The book recommends increased U.S. trade with Eastern Europe, relaxation of restrictions on credit and loans to Eastern Europe, and increased economic cooperation between Eastern Europe, the Soviet Union, and U.S. firms.

Published in cooperation with the Institute for Defense Analyses, as one of Praeger's Special Studies in International Economics and Development.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

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Calendar *for international traders*

BEAVER FALLS, PA.—Feb. 13—Export Luncheon Forum, Holiday Inn, noon. Sponsors: Beaver Falls Area Chamber of Commerce and Pittsburgh Field Office.

CHICAGO—Feb. 17-18—Thirty-third Chicago Mid-American World Trade Conference, LaSalle Hotel. Sponsors: International Trade Club of Chicago and the Chicago Association of Commerce and Industry.

CHICAGO—Feb. 19—Meeting of Chicago Midwest Credit Management Assn., Bismarck Hotel.

CINCINNATI—Feb. 18—Advanced Seminar in International Business Problems—Fourth of five sessions, University of Cincinnati. Topic: Licensing. Sponsors: University of Cincinnati, REEC, World Trade Club, and Commerce Field Office.

CLEVELAND—Feb. 18—Basic Export Workshop, 10 a.m. to noon. Commerce Field Office.

CLEVELAND — Feb. 25 — Export Documentation Workshop, 10-12 noon, conference room, Cleveland World Trade Assn., Union Commerce Bldg.

DANBURY, CONN.—Feb. 18—Export seminar in the Directors Room, State National Bank, 330 Main Street. 9:30 a.m. to noon. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce Field Office.

DAYTON, OHIO—Feb. 18—Second Annual Export Trade Workshop—Fourth of seven sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, and Commerce Field Office.

ERIE, PA.—Feb. 10—Export Luncheon Forum, Serafini's Restaurant, noon. Sponsors: Greater Erie Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

FAIRFIELD, CONN.—Mar. 3—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

GREENSBURG, PA.—Feb. 18—Export Luncheon Forum, Lakeview Restaurant, noon. Sponsors: Greensburg Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

HELENA, MONT.—Feb. 19—8:45 a.m.-4 p.m. Montana Chamber of Commerce Offices. "Foreign Trade Seminar."

HONOLULU—Feb. 18—'How to Get Started in Export-Import' workshop, 10 a.m., Commerce Field Office.

KANSAS CITY, MO.—Feb. 10—U.S.-Japan Trade 6 p.m., Top of the Tower, 911 Main. Sponsors: Commerce Field Office, REEC and International Trade Club.

KANSAS CITY, MO.—Feb. 12—Export Market Development Workshop 2-4 p.m. Federal Office Bldg., 911 Walnut. Sponsors: Commerce Field Office, REEC.

MIAMI, Fla.—Feb. 18—Export workshop on Ocean Transportation and Containerization 10 a.m., Commerce Field Office. Sponsors: South Florida Regional Export Expansion Council, Miami Field Office.

MIAMI, Fla.—Feb. 25—Export workshop on Ocean Transportation and Containerization 10 a.m., Commerce Field Office. Sponsors: South Florida Regional Export Expansion Council, Miami Field Office.

NEW BRITAIN, CONN.—Feb. 10—7 p.m. to 9 p.m. export seminar "Financing Export Shipments" at the New Britain Chamber of Commerce, Board Room, 24 Washington St. Sponsors: New Britain Chamber of Commerce, REEC, and Commerce Field Office.

NEW ORLEANS—Mar. 2—First of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Feb. 17—International Executives Assn. luncheon meeting, Hotel Statler Hilton. Speaker: Sidney Brown, Economics and Associate Editor, the Commercial and Financial Chronicle.

NEW YORK—Feb. 23—International Management Assn. meeting on the New U.S. Policy for Latin America —Effects on U.S. Business. Speaker: **Harold B. Scott, Director, Bureau of International Commerce, U.S. Dept. of Commerce.**

NEW YORK—Feb. 25—First of eight Wednesday evening seminars on Planning and Organizing For International Trade, course offered by Pace College, New York City. Sponsors: Commerce Field Office, Small Business Administration, Foreign Commerce Club of New York, and New York REEC.

READING, PA.—Feb. 11—Monthly dinner meeting of the Reading Foreign Traders Assn., Abraham Lincoln Hotel, 6 p.m.

ST. JOSEPH, MO.—Feb. 24—Export Market Development Workshop 9-11:30 a.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. JOSEPH, MO.—Feb. 24—Export Documentation Workshop 2-4 p.m., Chamber of Commerce, 510 Francis St. Sponsors: Commerce Field Office and REEC.

ST. LOUIS—Feb. 17—"Show You" Export Workshop on Documentation. Conference Room, Federal Building, 2 p.m. Sponsors: World Trade Club, Chamber of Commerce, and Field Office.

SEATTLE—Feb. 10—"Marketing & Forwarding for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon, Seattle Field Office.

SEATTLE—Feb. 17—"Banking & Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon, Seattle Field Office.

WASHINGTON, D.C.—Mar. 23-24—10th Annual Washington Conference on Business-Government Relations, Shoreham Hotel. Sponsor: The American University Center for the Study of Private Enterprise.

WASHINGTON, PA.—Feb. 18—Export Luncheon Forum, George Washington Hotel, noon. Sponsors: Washington Chamber of Commerce, Commerce Dept.'s Pittsburgh Field Office.

YORK, PA.—Feb. 17—Monthly meeting of the York Area World Trade Assn., York Chamber of Commerce offices, noon. Speaker: William Menseck, vice president, Fidelity Bank. Topic: South American Trade.

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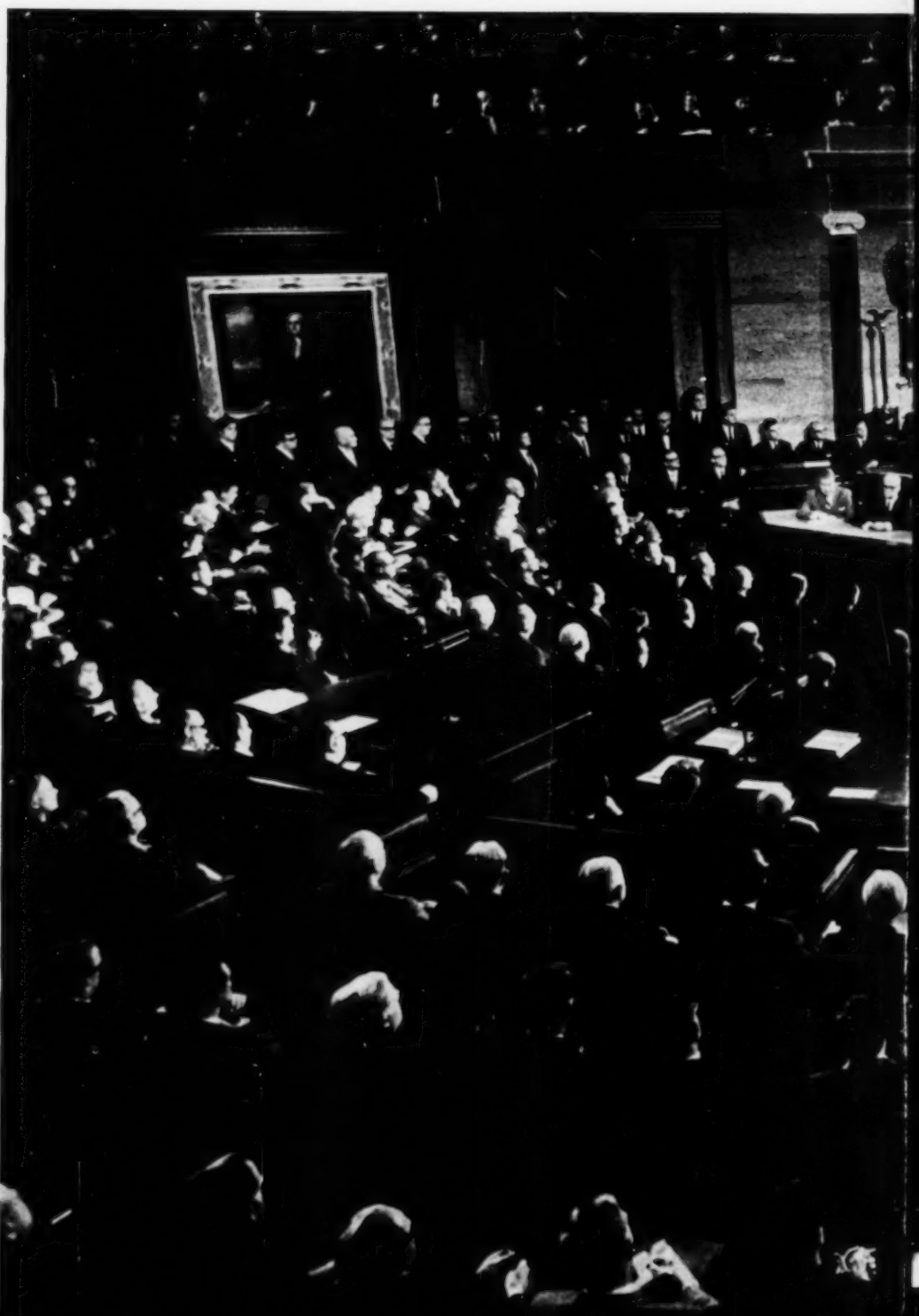

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